

OHIO STATE
CITY

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 93

OCTOBER 12, 1935

Number 15

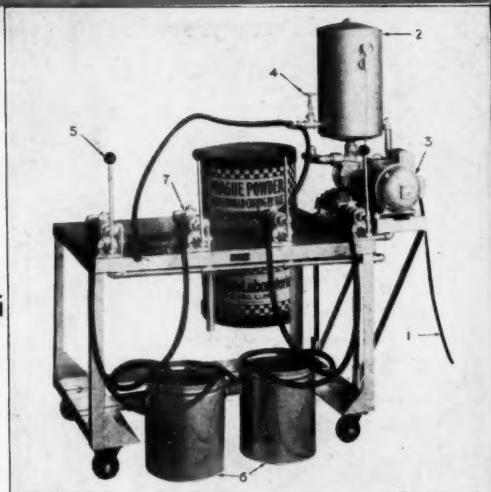
"BIG BOY" PICKLE PUMP

A Central Pumping Station

This large "Big Boy" unit is intended for a central plant pumping station. Bring all your hams by this table. Your superintendent can see all that is done here.

These measuring devices are shown here close together, all on one table. It is just as easy to set them far apart, even thirty or forty feet apart. Make the pipe connection reach to your convenient pumping table or pumping station all together or set separately.

This Power Pump can serve four men with pickle to use these measuring de-



1—Electric light connection. 2—Pressure Tank.
3—Waterproof Motor. 4—Valve control of vein
Pumping Needle. 5—Measuring Device Lever.
6—Source of Pickle. 7—Pickle Connection to
Measuring Device.

vices, and two men at the same time can do Vein Pumping on a set-apart table.

Please look at your old pumping set-up. If you do, you will discard it. Replace it with our "Big Boy," **Central Plant Idea** Pickle Pump. See this setup at the Convention, Booth No. 5. Ask questions. We all learn that way.

THE GRIFFITH LABORATORIES

1415-25 W. 37th St. Chicago, Ill.

Canadian Factory and Office: 1 Industrial St., Leaside, Toronto 12, Canada

"PERFORMING BEYOND OUR EXPECTATIONS

... we get BETTER YIELD - - FINER TEXTURE - - 70% TIME-SAVING."

THE letter of the Sugardale Provision Company is typical of the expressions of innumerable progressive sausage manufacturers, who are experiencing a new thrill in the remarkable performance of

the "BUFFALO" Self-Emptying Silent Cutter



NO MODERN SAUSAGE PLANT CAN BE SURE OF 100% OPERATING
EFFICIENCY UNTIL THIS MACHINE IS INSTALLED

The SUGARDALE
PROVISION COMPANY
HAMS, BACON, SAUSAGE,
LUNCHEON MEATS



MCKINLEY AVE. S.W. & PENNA. RR.
CANTON, OHIO

August 26th, 1935.

John E. Smith's Sons Co.,
50 Broadway,
Buffalo, N.Y.

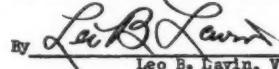
ATTENTION: R. C. Smith, Pres.

Dear Mr. Smith:

We are pleased to report the new Self-Emptying Cutter we recently purchased from you is performing beyond our expectations. We get a better yield, finer texture and save 70% in time, our only regret is not having purchased this machine sooner.

Sincerely yours,

THE SUGARDALE PROVISION COMPANY

By 
Leo B. Lavin, V. Pres.

This sensational self-emptying silent cutter produces a batch of uniformly cut sausage meat in 5½ to 9 minutes—and empties it completely in less than 20 seconds. No hands need touch the meat—no movable parts involved in the emptying process. Meets all government inspection requirements. 3 sizes—200 lbs., 350 lbs. and 600 lbs. capacity.

JOHN E. SMITH'S SONS CO.

BUFFALO, N. Y., U. S. A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment

Chicago Office: 7 Dexter Park Ave., Union Stock Yards. Phone Boulevard 9020

Western Office: 2407 S. Main St., Los Angeles, Calif.

Canadian Office: 189 Church St., Toronto, Ont.

AT THE ANNUAL CONVENTION OF THE INSTITUTE OF AMERICAN MEAT PACKERS

A YEAR AGO:

"TEE-PAK" just starting in business. Customers could be numbered on the fingers of two hands. Sales volume, microscopically small. But the key note of our exhibit was "Competition in the transparent casing business is a good thing — for you!"

THIS YEAR:

"TEE-PAK" now an important factor in the sausage industry. We are selling HUNDREDS of leading manufacturers, and saving them THOUSANDS of dollars. "TEE-PAK," the original CONTROLLABLE *high-stretch* casings, are today accepted as superior in many respects; and as a result our factory has been increased again and again, and we are operating 7 days and 7 nights a week to fill our orders. An outstanding feature of this year's Convention will be the remarkable record of progress by "TEE-PAK."



CONTROLLABLE
HIGH-STRETCH
CASINGS

We invite you to visit our Exhibit in The Drake Hotel, Chicago, October 18th, 19th, 21st and 22nd. We invite you to spend a few pleasant moments in our Hospitality Room upstairs. This convention promises to be the most intensely interesting, important and best attended in years, and "TEE-PAK" has made all necessary plans to make your visit happy and profitable.

TRANSPARENT PACKAGE COMPANY, 1019-25 W. 35th St., Chicago, Ill.

The National Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

Volume 93

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Number 15



Member



Audit Bureau of Circulations
Associated Business Papers

Official Organ Institute of American
Meat Packers.
Published weekly at 407 So. Dearborn
St., Chicago, Ill., by The National
Provisioner, Inc.

PAUL I. ALDRICH
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Los Angeles, Calif.

NORMAN C. NOURSE
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Yearly Subscription: U. S., \$3.00;
Canada, \$6.50 (includes duty); for-
eign countries, \$5.00. Single copies,
25 cents.

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Provisioner, Inc. Trade Mark regis-
tered in U. S. Patent Office. Entered
as second-class matter, Oct. 8, 1919,
at the post office at Chicago, Ill.,
under act of March 3, 1879.

Daily Market Service

(Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tal-
lows and greases, sausage ma-
terials, hides, cottonseed oil,
Chicago hog markets, etc.

For information on rates and
service address The National
Provisioner Daily Market Serv-
ice, 407 S. Dearborn St., Chicago.

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HOW Firestone CUTS TRUCKING COSTS IN THE MEAT BUSINESS



FIRESTONE TIRES are built different — they have three patented construction features not used in any other truck tire. The body is built with Gum-Dipped *High Stretch* cords. Gum-Dipping, the patented Firestone process, soaks the cords in pure liquid rubber, insulating and coating every strand in every cord. This is why Firestone Tires run cooler and are stronger.

The tread is made of a new and tougher rubber compound which gives greatest resistance to wear. This, together with the scientific non-skid design, gives greater traction and longer non-skid mileage. Firestone locks this wider, heavier and more rugged tread securely to the Gum-Dipped cord body of the tire by building two extra layers of Gum-Dipped cords (*patented*) under the tread.

These *exclusive* construction features result in *lowest cost per ton-mile*. The largest operators in the country and operators of all types of equipment buy Firestone Tires year after year on their cost-reducing performance.

Call on the Firestone Auto Supply and Service Store or Tire Dealer nearest you today, and start reducing your operating costs. When buying new equipment *be sure to specify Firestone Tires*.

Listen to the Voice of Firestone — featuring Margaret Speaks, Soprano, with the Firestone Choral Symphony, and William Daly's Orchestra — every Monday night over N. B. C. Nationwide Network

© 1935, F. T. & R. Co.



HIGH SPEED, NON-SKID Gum-Dipped

6.00-20 .	\$16.95	9.00-24 .	\$65.95
6.50-20 .	21.95	9.75-20 .	79.35
7.00-20 .	29.10	30x5 Truck Type	16.90
7.50-20 .	35.20	30x5 H.D.	21.30
7.50-24 .	39.00	32x6 Truck Type	27.65
8.25-20 .	49.30	32x6 H.D.	36.25
8.25-24 .	54.75	34x7 H.D.	48.65
9.00-20 .	60.75	40x8 H.D.	73.95

Other Sizes Proportionately Low

OLDFIELD Gum-Dipped

6.00-20 .	\$14.85
6.50-20 .	19.20
7.50-20 .	30.80
30x5 H.D.	18.65
32x6 H.D.	31.70
34x7 H.D.	42.55

Other Sizes Proportionately Low

SENTINEL TYPE

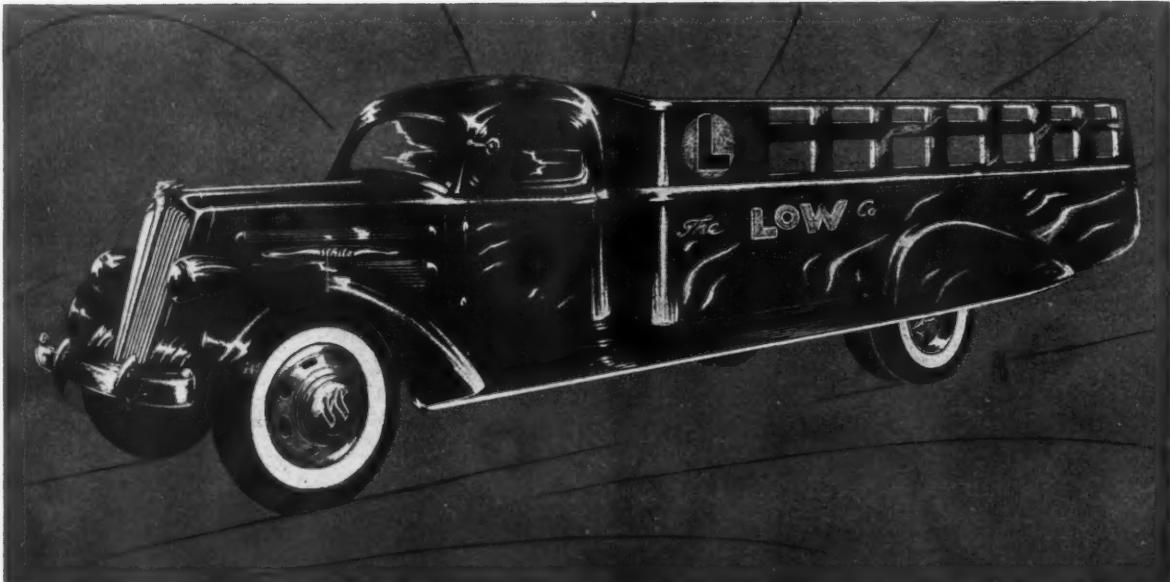
6.00-20 .	\$13.40
30x5 H.D.	16.80
32x6 H.D.	31.70
34x7 H.D.	42.55
32x6 H.D.	28.55

GROUND GRIP Gum-Dipped

6.00-20	\$16.95
6.50-20	21.95
7.00-20	29.10
7.50-20	35.20
7.50-24	39.00
8.25-20	49.30
32x6 Truck Type	27.65
32x6 H. D.	36.25

Other Sizes Proportionately Low

THE GREATEST White Truck IN 35 YEARS!



NONE BUT WHITE HAS THE KIND OF EXPERIENCE IT TAKES TO BUILD SO MUCH QUALITY AT SO LOW A PRICE

• Here's new advertising value—style—and beauty...the first streamlined trucks in America!

They're ready now—the finest trucks that ever bore the White name—White's answer to the crying need for a quality truck, designed for today's operating conditions, and priced within reach of all.

During the past few years many operators were forced to turn to cheaper, lighter trucks. As soon as they were taxed beyond the definite limitations for which they were built they became too costly to maintain and operate.

The new Whites are real quality trucks—all White quality and engineering—from the manufacturer which operators know has the experience, the facilities and the skilled man-power to build quality.

The first completely streamlined trucks in America. Model illustrated was styled by Alexis de Sakhnoffsky, leading industrial stylist. All models are available with conventional body types for every purpose.

Throughout the entire specifications White has provided the type of ample truck ability that will show the owner lower operating costs. Feature after feature is patented and exclusive with White—bringing performance possible in no other truck. Four wheel booster operated hydraulic brakes; the first automatic air conditioned cab, etc., give operators the greatest truck value on the market today.

See the new Whites at your nearest White Factory Branch or Dealer or telephone for a demonstration. Liberal terms can be arranged. The Model 703 is priced at \$1240, chassis at factory.

Model 703 . 1-1½ Tons

Model 704A . 2-3 Tons

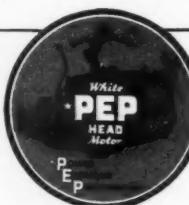
Model 704 . 1½-2 Tons

Model 709 . 2½-3 Tons

Model 709A . 3-4 Tons

THE WHITE MOTOR COMPANY • CLEVELAND

THE MOST ECONOMICAL TRUCK ENGINE EVER BUILT. The new White-built and White-designed 270 cu. in., 80 H. P. engine is the most durable, economical truck engine built. It has a newly designed combustion chamber exclusive with White—four port intake manifold—White patented stellite screwed-



in valve seats—seven bearing counter-weighted crankshaft—unusually large high-precision steel backed engine bearings—positive lubrication under pressure, to all moving parts. The efficiency of this power plant is a big factor in making these new Whites the outstanding truck values today.

Members
of the
**Institute of American
Meat Packers**
are cordially invited to
visit the plant of
H. J. Mayer & Sons Co.
6819-27 S. Ashland Ave.

Chicago

"The Man Who Knows"



"The Man You Know"

**We'd like
to Reveal
our "Secrets"
to you . . .**

A GREAT DEAL OF CONVERSATION and printers' ink has been devoted during the past year to new discoveries in the field of meat and sausage seasoning. While you are in Chicago for the Convention, we would like to have you visit our plant . . . so that we can clear up some of the mysteries of the business for you.

There is nothing very mysterious about the bales, bags and boxes of spice which you will find in storage here. But it takes a great deal of buying knowledge . . . and a considerable investment . . . to procure the world's choicest spice crops. There is nothing supernatural about the machines used to grind and refine these spices . . . although they had to be specially developed to obtain the microscopic fineness which assures perfectly even distribution through your product. And a great deal of kitchen-testing went into the formulas which give Mayer Special Seasonings their distinctive, taste-teasing flavor.

Frankly, we want you to see for yourself why the inducement of a slightly lower price does not justify the purchase of inferior flavors. With all due modesty, we believe you will find a visit to our plant interesting and profitable.

H. J. MAYER & SONS CO.
6819-27 S. Ashland Ave. Chicago, Illinois
Canadian Plant: Windsor, Ontario

On to Chicago!



EVERYONE who can possibly manage to should attend the convention of The Institute of American Meat Packers at the Drake Hotel, Chicago. From all branches of the industry—from all parts of the world—will come men to exchange ideas and experiences and to absorb the vast funds of available information.

We are proud, as an associate member, to be able to give our support to such a splendid organization that is accomplishing so much good for the great packing industry.

*"It's Better
Packed in Tin"*



CONTINENTAL CAN COMPANY

NEW YORK

CHICAGO

SAN FRANCISCO

NEW APPROVAL for SHELLABARGER'S FLOURS

*Unbiased authorities have substantiated our claims
that soya flours to be considered properly prepared
should not be subjected to too great heat or to heat
for too long a time!*

[We will gladly furnish scientific evidence
substantiating this fact, together with bul-
letins by recognized authorities. Write!]

The exclusive Shellabarger patented process (U. S. Pat. No. 1,867,541) takes clean soybeans and treats them with steam at 140° F. in a high vacuum for a short period of time, after which the beans are rapidly cooled and dried in an atmosphere of carbon dioxide. Hulls and undesirable elements are removed, and only the sweet inside part of the processed bean is further treated to remove the oil. This is done in a well cooled expeller which keeps the beans at low temperature at all times. The flour that is produced is tasty — and it contains all the constituents of the bean in as close condition to the original form as is possible to do.

Why are we so frank about the subject?

There is only one reason — we are confident that our patented process is the best that has been developed up to the present time. The protein content is little impaired and the vitamin content is retained. Lecithin, a desirable element that holds the meat ingredients in perfect suspension and protects against spoilage in meat, is not removed.

The sausage manufacturer has known for years that Shellabarger's Flours give him best results when used in sausage products. Visit our booth (Booth No. 4) at the I. A. M. P. Convention, October 18 to 22 at the Drake Hotel, Chicago, and we will be pleased to show you products that contain Shellabarger's Flours, together with favorable comments not only of sausage manufacturers, but reports on the merits of our types of flours as investigated by disinterested individuals.



SHELLABARGER

Grain Products Co., DECATUR, ILLINOIS

THE SHELLABARGER FAMILY HAVE BEEN MILLERS SINCE 1775

Y
CO
isioner

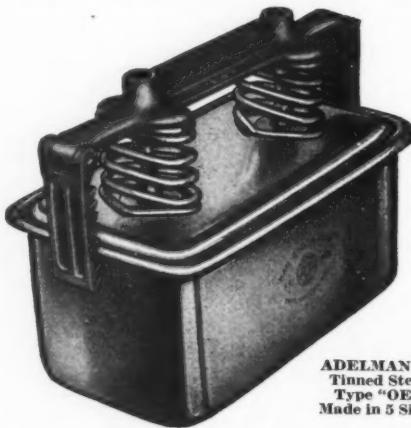
Sturdiness

backed up by
Performance

Strong, sturdy ham boilers are a necessity, but they must back up their strength and long life with *results*. Adelmann Ham Boilers do this and more. Throughout their long life they perform efficiently and economically, producing boiled hams of such superior quality that they repay their low cost many times because of decreased costs and the multiplied profits.

The exclusive elliptical yielding springs distribute their steady, even pressure over the entire cover. Cover tilting is eliminated — hams are allowed to expand while cooking. The self-sealing cover insures that the ham will cook in its own juice, greatly increasing quality and flavor.

Adelmann Ham Boilers are made of Cast Aluminum, Tinned Steel, Monel Metal and Nirosta (stainless) Steel. Write for complete details and trade-in schedules today!



ADELmann
Tinned Steel
Type "OE"
Made in 5 Sizes

No.	Capacity	Length	Width	Depth
1-0-E	8 lbs.	11	5 1/2	4 1/2
2-0-E	12 lbs.	12	6 1/4	5 1/2
6-0-E	15 lbs.	12 3/4	6 1/2	5 1/2
02G-E	10 lbs.	12	5 3/4	5 1/4
02X-E	12 lbs.	11	6	5 1/2

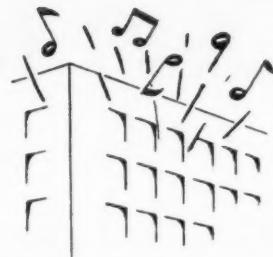
ADELmann—“The Kind Your Ham Makers Prefer”

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

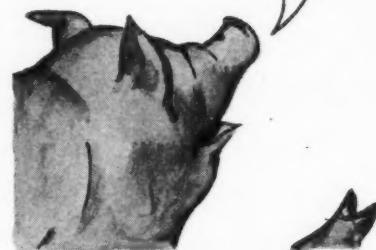
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European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representatives: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto.



WHAT'S ALL
THE SINGING
ABOUT UP AT
THE PACKING
PLANT?

OH, THAT'S JUST THE
BOYS GETTING IN TRIM
FOR THE HIGH TIME
THEY'RE GOING TO HAVE
AT STANGE'S
HEADQUARTERS AT
THE CONVENTION.



Heekin Cans

• ATTRACTIVE, colorful, lithographed cans certainly create an impression of quality. Today, neither the dealer nor the consumer wants merchandise of any kind that is not packed in an attractive container. For years Heekin has served packers with lithographed cans for every requirement. Today Heekin personal service is ready to assist you in making your present can more beautiful . . . more attractive for the purchaser. Write for information.



The Heekin Can Co.
Cincinnati, Ohio

LATEST
FLASHES
FROM HERE
AND THERE

Celebrating fifty years
of service 1885-1935

NUMBER 10

Patapar NEWS

Patapar is the name for
Paterson Vegetable Parchment

OCTOBER 1935



This Keymark
adds sales appeal
to your wrapper



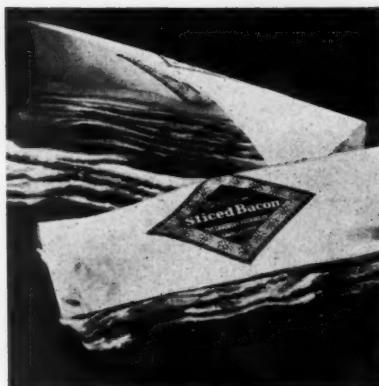
Patapar Plays Important Role in Busy Durr Plant

UTICA, N. Y.—Throughout the plant of the C. A. Durr Packing Company, makers of Mohawk Valley meat loaves, every care is taken to turn out a finished product that will live up to their slogan, "Tender meats of constant goodness". Of extreme importance are the operations performed at the wrapping table, last stage in the process before the meat loaves leave for their

journey to market. For here they are given the protection that will safeguard them till they reach Mrs. Consumer. Meticulous hands take each loaf and wrap it snugly in a clean, white sheet of 30-lb. Patapar. This insoluble, grease-proof wrapper fulfills every requirement of protection, and keeps the meat fresh and tender all the way to its final destination.

Patapar Proves Best for Sliced Bacon

SANDUSKY, Ohio.—There's one sure way of giving sliced bacon full protection. It's Patapar. That's what the Sandusky Packing Company found out after experimenting with other types of wrappers. For Patapar is not only insoluble and grease-proof, but it also has the peculiar property of allowing the bacon to "breathe". These qualities of a wrapper are important and prevent loss from mold.



INSOLUBLE AND GREASE-PROOF

That's What a Wrapper Should Be

Most meats contain a high percentage of water. Figures published by the U. S. Dept. of Agriculture show this to a startling degree. The average water content of Bacon, for instance is 29.6%, of Smoked Ham 35.9%, of Pork Loins 42.3%, of Sausage 46.2%.

That's why it is so important that a wrapper be insoluble as well as grease-proof. That's why Patapar has been chosen as the ideal wrapper for so many meat products. For Patapar is insoluble.



Milani's Tamales Get New Package

SEATTLE, Wash.—Milani's, Inc., this city, are now marketing their Chicken Tamales in a new 9 oz. can. An important feature of this new package is an inner wrapper of Patapar. This seals in the juicy meat and preserves its rich zestful flavor. Patapar, being insoluble, keeps the Tamale from leaking through. When opened, it comes out intact and can be served conveniently without any muss.

PATERSON PARCHMENT PAPER COMPANY, BRISTOL, PENNSYLVANIA

Name Any Dry Sausage Product — You will find that Circle E MAKES IT!



Highest Quality Always Uniform

Circle E products are built up to a standard, not down to a price. Yet the price is in line and the standard of quality is rigidly maintained. Send today for information regarding our profitable plan and such other information as you desire. We'll reply promptly.

Think what it means to carry a really complete Dry Sausage line. No matter what your dealer wants, you can deliver. Also, by stocking the dealer with a full line, he makes more sales and you get more business.

And think what it means to be able to buy the complete line from a single, long established house, noted for the quality and uniformity of its product. All records and dealings are simplified; while time devoted to buying is reduced to a minimum, responsibility is centered, and shipments are economical.

This is the day of simplified methods and reduced costs. Look into the Circle E plan.



Business-building products with a good profit-margin

Handle the Circle E line and you sell products that will repeat because of sheer goodness. You make a good profit, too. Circle E solicits no business from the retail trade. You have the field to yourself. Write today for full details.

Circle E Provision Company

UNION STOCK YARDS - - - CHICAGO, ILLINOIS

THE NATIONAL Provisioner

Volume 93

THE MAGAZINE OF THE

Number 15

Meat Packing and Allied Industries

OCTOBER 12, 1935

PACKERS' *Convention* PROGRAM

● Problems of the Industry Face 30th Annual Convention of the Institute of American Meat Packers

PROBLEMS OF THE INDUSTRY — more vitally important than in many years — will come up for discussion at the 30th annual convention of the Institute of American Meat Packers, to be held in Chicago on October 18 to 22.

Conditions of livestock supply and government control of production make necessary the revision of packinghouse operation and merchandising policies if the industry is to continue to function. Policies must be modified or changed to meet conditions, regardless of court decisions or political considerations.

Such policies require careful consideration and frank discussion. The convention program makes this provision. All angles of operating and merchandising operations are covered in the subjects scheduled on the program, and considerable light should be thrown on the situation as a result of convention proceedings and action which might naturally be expected to follow them.

The processing tax and the whole program of which it is a part will come up for review. But there are many other phases of the situation of equal impor-

tance. The industry must go on, regardless of the circumstances which now surround it. The meat packer must consider every phase of his business in the light of present circumstances, and this is why a "meeting of minds" in such a convention is more valuable at this time than ever before.

The program will begin with section meetings on October 18 and 19, at which problems of engineering, operating, sales and advertising will be discussed. Special problems of processing will be discussed in an "open forum" at the meeting of the chemistry section, to be continued in the meeting of the National Organization of Sausage Manufacturers, at which the vitally important sausage problems of the industry will be given first place.

Formal convention sessions will be held on October 21 and 22, at which the whole situation of the industry will be reviewed, including livestock prospects, the processing tax situation, operating and merchandising policies, and cooperation with producers and retailers in solving the problems of the day. The

PACKERS' *Convention* NUMBER

THE OFFICIAL 1935 Packers' Convention Number of THE NATIONAL PROVISIONER will appear under date of October 26, and will contain the complete report of proceedings, news features and pictures at the 30th annual convention of the Institute of American Meat Packers.

In view of the critical situation now facing the industry, this EXCLUSIVE OFFICIAL REPORT will have added importance and value to every one in the industry.

Orders for extra copies of this number must be received before October 19, to guarantee delivery. Single copies, 50c each.

Address orders to THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill., enclosing remittance.

annual banquet on October 22 will conclude the program.

A feature resumed after some years is the annual dinner dance, which will be held on the evening of October 21 in the new Gold Coast Room of the Drake Hotel. The exhibition of packinghouse equipment and supplies will again be a valuable educational feature, opening on October 18 and continuing at certain hours through the entire five days of the meeting.

Section meetings (with one exception) and convention sessions will be held at the Drake Hotel. The annual banquet will be held at the Palmer House. The exhibition will be at the Drake. One of the section meetings, having to do with livestock, will take place at the Saddle and Sirloin Club, at the Union Stock Yards.

Suggestions for Those Who Attend

Sessions of the convention are open to members and associate members of the Institute and to invited guests of the Institute.

Non-member packers and sausage manufacturers attending the convention are urged to register promptly at the Institute registration desk. All members and guests should register at the convention registration desk in the Drake as soon as possible after arrival, and obtain their badges and tickets for the dinner dance and the annual dinner.

Section Meetings

OPERATING SECTION

Friday, Oct. 18, 9:30 a.m.

R. F. EAGLE, *Presiding Chairman*
H. J. KOENIG, *Program Chairman*

1. "Chilling Hog Carcasses," Starr Parker, H. H. Meyer Packing Co.
2. "Design and Operation of Railway Refrigerator Cars," Le Roy Kramer, General American Transportation Corp.
3. "Modern Methods of Final Dressing and Hot Clothing Beef Carcasses," P. E. Tovrea, Tovrea Packing Co.
4. "Selection and Operation of Dry Rendering Equipment," T. Ellis, Swift & Company.
5. "Review of Progress in Operating Methods," S. C. Frazee, Wilson & Co.

SALES AND ADVERTISING SECTION

Friday, Oct. 18, 2 p.m.

R. H. GIFFORD, *Presiding Chairman*
I. M. HOAGLAND, *Program Chairman*



FOR THE LADIES.

Resumed after an interlude of several years, a feature of the 1935 Packers' Convention will be the Monday night dinner dance in the famous Gold Coast Room of the Drake hotel, with Horace Heidt's famous Brigadiers' orchestra and an array of stage talent as attractions.

1. "Modern Packaging as an Aid to Increased Meat Sales," L. B. Steele, Du Pont Cellophane Co.
2. "Questions Women Ask About Meat," Mrs. Mary Martensen, food editor, Chicago American.
3. "Sales Aids for Dealers," Louis E. Kahn, E. Kahn's Sons Company.
4. "Recommendations of Committee on Distribution Methods," R. A. Rath, Rath Packing Co.
5. "Some Results of Application of Recommendations," J. P. Spang, jr., Swift & Company.

ENGINEERING AND CONSTRUCTION SECTION

Friday, Oct. 18, 2 p.m.

ALLEN MCKENZIE, *Presiding Chairman*
H. P. HENSCHIEN, *Program Chairman*

1. "Non-Corrosive Metals for Packinghouse Construction:
"Types and Characteristics," C. C. Snyder, Republic Steel Corp.
2. "Reclamation of Motor Crank Case Oil," A. H. Cameron, Skinner Purifier Co., Inc.
3. "Electric Wiring Specifications," Walton L. McCaslin, Armour and Company.
4. "Design and Advantages of Rubber-Tired Trucks," L. J. Kline, Mercury Manufacturing Co.

5. "Application of Air-Conditioning to the Packing Industry," S. C. Bloom, S. C. Bloom & Co.

NATIONAL ORGANIZATION OF SAUSAGE MANUFACTURERS

Saturday, Oct. 19, 9 a.m.

Opening Address, The Chairman.

THE SAUSAGE INDUSTRY IN 1936:

"Outlook for Sausage Supplies in the Coming Year," George M. Lewis, Institute of American Meat Packers.

"Relationship of Quality to Sales in 1936," H. H. Meyer, H. H. Meyer Packing Co.

UNITED PROMOTIONAL EFFORT:

"How Boston Capitalized on Opportunities Offered by the 'Get Acquainted with Sausage and Ready-to-Serve Meats' Campaign," W. D. Jones, Carl A. Weitz, Boston.

"Selling Quality Through Advertising," Carl Weisel, jr., Weisel & Company, Milwaukee.

DELIVERY EQUIPMENT:

"Types of Refrigeration and Insulation for Trucks," Timothy Baldwin, Kraft-Phenix Cheese Co.

COSTS AND REALIZATIONS:

"What Does Sausage Cost?" Howard C. Greer, Institute of American Meat Packers.

"Relationship of Price to Merchandising," George E. Duwe, Mickelberry's Food Products Co.

MANUFACTURING PROBLEMS:

"Open Forum on Sausage Manufacturing Problems," conducted by Dr. W. Lee Lewis, Institute of American Meat Packers.

Discussion follows each paper:

BUSINESS SESSION:

Election of Officers.
Election of Governing Committee.
Other Business.

LUNCHEON, GOLD COAST ROOM, THE DRAKE:

Special All-Sausage Menu. Speakers to be announced.

CHEMISTRY SECTION

Saturday, Oct. 19, 9 a.m.

E. N. WENTWORTH, *Presiding Chairman*
L. M. TOLMAN, *Program Chairman*

Open forum of questions and answers on subjects covering application of science in the meat packing industry.

The questions will be answered by the Committee on Scientific Research.

Meeting of the Chemistry Section will adjourn about 11:20 to join the meeting of the National Organization of Sausage Manufacturers, where the discussion will be continued with particular reference to sausage problems.

LIVE STOCK SECTION

(Saddle and Sirloin Club,
Union Stock Yards.)

Saturday, Oct. 19, 9:30 a.m.

W. T. RENEKER, *Chairman*

1. "Swine Type Studies from an Economic Standpoint," (speaker to be announced).
2. "Proper Type Swine from Standpoint of Producer and Packer," A. F. Sinex, Cudahy Brothers Co.
3. "Soft Pork Problem," (speaker to be announced).

The program will be followed by a demonstration and discussion at one of the Chicago packing houses of different types of hogs and cuts therefrom.

"Trade Outlook in the East," Joseph Kurdle, vice president, Wm. Schludenberg-T. J. Kurdle Co.

"Trade Outlook in the West," A. O. Luer, president, Luer Packing Co., Los Angeles, Cal.

OUTLOOK FOR MEAT PACKING:

"Beef and Small Stock," Wm. Diesing, vice president, Cudahy Packing Co.

"Pork," W. S. Nicholson, vice president, Wilson & Co.

SESSION III

Tuesday, Oct. 22, 10 a.m.

Presiding: E. A. CUDAHY, JR.,
Vice Chairman of the Board

"Situation in the Cattle Industry," (speaker to be announced).

"Legal Status of the Agricultural Adjustment Act and Processing Tax Litigation" (with summary comment on other legislation and legislative proposals affecting the packing industry), John Potts Barnes, Armour and Company.

NATIONAL LIVE STOCK AND MEAT BOARD:

Prefatory remarks, Thomas E. Wilson, chairman, National Live Stock and Meat Board.

Work of the Board, R. C. Pollock, general manager, National Live Stock and Meat Board.

SESSION IV

Tuesday, Oct. 22, 2 p.m.

Presiding: CHESTER G. NEWCOMB,
Vice Chairman of the Board

"The Packing Industry As I View It," R. H. Cabell, president, Armour and Company.

"The Public Relations of the Packing Industry," G. F. Swift, chairman, Committee on Public Relations, Institute of American Meat Packers, and A. D. White.

"The Situation of the Industry," Wm. Whitfield Woods, president, Institute of American Meat Packers.

Business Session.

Report of Treasurer.

Reports of Committees.

Election of Officers.

ANNUAL DINNER

Tuesday, Oct. 22, 7 p.m.

THE PALMER HOUSE
(Speakers to be announced).

Convention Exhibits

Exhibits will be open during the following hours:

Friday, Oct 18—8 A.M. to 10 A.M. and 5 P.M. to 10 P.M.

Saturday, Oct. 19—8 A.M. to 10 A.M. and 12:30 P.M. to 10 P.M.

Sunday, Oct. 20—10 A.M. to 6 P.M.

Monday, Oct. 21—8 A.M. to 10 A.M. and 5 P.M. to 10 P.M.

Tuesday, Oct. 22—8 A.M. to 10 A.M. and 5 P.M. to 6 P.M.

List of exhibitors and booth numbers:

1—U. S. Slicing Machine Co., La Porte, Ind.

2—Wilson & Bennett Mfg. Co., Chicago.

3—Continental Electric Co., Inc., Newark, N. J.

4—Shellabarger Grain Products Co., Decatur, Ill.

5—Griffith Laboratories, Chicago.

6—Seaslic, Inc., Chicago.

7—Crescent Manufacturing Co., Chicago.

8—Wirk Garment Industries, Ligonier, Ind.

9—Worcester Salt Co., Chicago.

10—Specialty Mfg's. Sales Co., Chicago.

12—Barrett-Cravens Company, Chicago.

16—French Oil Mill Machinery Co., Piqua, Ohio.

17—V. D. Anderson Company, Cleveland, Ohio.

18—Darling & Company, Chicago.

19—Johns-Manville Sales Corp., New York City.

20—Demian Tire & Rubber Company, Warren, Ohio.

21—The Exact Weight Scale Company, Columbus, Ohio.

22—Shellmar Products Company, Chicago.

23, 24—Transparent Package Company, Chicago.

25—American Soya Products Corp., Evansville, Ind.

26—Acme Staple Company, Camden, N. J.

27—The Adler Company, Cincinnati, Ohio.

28—Palmer Advertising Service, Inc., New York City.

29—Morris Paper Mills, Morris, Ill.

30, 31, 32—Du Pont Cellophane Co., Inc., New York City.

33—Embosograf Corp. of America, New York City.

34—Arkell Safety Bag Company, Chicago.

35—Fee Corporation, Vancouver, B.C.

36, 37—Sutherland Paper Company, Kalamazoo, Mich.

38, 39—Wm. J. Stange Company, Chicago.

41—United Cork Companies, Lyndhurst, N. J.

42, 43, 44, 45—The Visking Corporation, Chicago.

Packers Protected on Hog Tax Pending High Court Ruling

PACKERS' injunctions restraining collection of processing taxes have been upheld or continued in so many instances recently that legal observers now believe there is little probability of a change in the situation before the Supreme Court takes action in the Hoosac Mills case. This case is on the calendar of the high court, which met this week and then recessed until October 14.

Decision by federal judge Otis of Kansas City which denied processor's injunctions and held the AAA became constitutional on August 24, the date of its amendment, was overturned this week by the eighth district circuit court of appeals, which entered a writ of supersedeas restraining collection of processing taxes due since August 24.

Courts Act to Protect Packers

The circuit court's decision considerably strengthened the position of processors, since it added a higher court decision to the already long list of those which have indicated the amendments did not provide processors with an adequate remedy against tax collection.

Judges Wilkerson and Woodward, sitting jointly in federal district court at Chicago, this week refused the government's motion to dismiss seven suits under which Chicago area packers have restrained collection of the hog tax. The same judges had already denied a government petition to dissolve the injunctions. The government can now file its answer and bring the case to trial. Other preliminary motions on either side before the trial will be heard on October 17.

Seize and Close One Plant

The federal government was reported to have seized the plant of a 50-year-old packing company in Ohio last week for non-payment of processing taxes. The company was paying approximately \$8,000 a week in taxes and employed 45 men. Two government agents were reported to have taken charge of the plant, bringing operations to a standstill.

While such action has not been unknown in the past, it has occurred only in isolated instances. It is believed the government has avoided pressing tax liens on account of possible public reaction. Officials of the Ohio firm have taken up the case directly with the Bureau of Internal Revenue.

AAA NOW WANTS MORE HOGS

After two years of "pulling and hauling" toward scarcity in hog numbers, the AAA indicated this week it would

now tug the other way toward stimulation of production. Secretary of Agriculture Wallace told the press the AAA would like to bring about a 30 per cent increase in pork supplies in 1936.

While the administration desires such an increase, and feed supplies would probably be sufficient, the Secretary doubted whether the goal could be reached because of limited breeding stock.

He did not say whether processing tax money collected from packers would be used to give benefit checks to producers for raising more hogs.

Packer witnesses appearing at recent corn-hog hearings in Washington urged the largest possible increase in hog production in 1936, but had little hope for increased pork supplies. They pointed out that while the Department of Agriculture estimated maximum possible increase in hog production in 1936 would be 25 per cent, slaughter in the 1936 marketing year would not benefit from

such an increase and would probably reach a lower point than in 1935. Even a 30 per cent increase in production in 1936 would probably increase 1937 federal inspected slaughter to only 37,000,000 and still below normal.

Packers have been taxed to reduce pork supplies, and they may now be taxed to increase hog supplies. As one packer put it, it seems to be a case of "Heads I win, tails you lose."

CORN-HOG FARMERS TO DECIDE

With the AAA indicating that the 1936 corn-hog program, if developed, should provide for expansion of hog production, Secretary of Agriculture Wallace has announced that a referendum on whether or not there will be a corn-hog program will be conducted among all producers on October 26.

The Secretary said the investigation made by the AAA, which included a hearing held in Washington on September 26 and 27 (see *THE NATIONAL PROVISIONER*, October 5 for report) has shown economic justification for another program, but that its practicability and effectiveness will depend on degrees of support given by producers.

At the Washington hearings packer witnesses, including Wm. Whitfield Woods, president, Institute of American Meat Packers, declared the emergency was now over. They believed there should be no new limitation of production and no continuance of the processing tax, and warned that the present emergency is the scarcity of hogs and alienation of customers of the swine grower and pork packer.

Secret Ballot Among Producers

In the referendum corn and hog producers will vote on the question, "Do you favor a corn-hog adjustment program to follow the 1935 program which expires November 30, 1935?" Referendum will be by secret ballot and will be conducted by county and community corn-hog committees and the U. S. extension service. All corn-hog producers, whether or not participating in past programs, will be eligible to vote. Ballots of 1935 contract signers and non-signers will be tabulated separately.

If a substantial majority of those voting indicate that they favor a program, a new plan for 1936 will be worked out and offered producers in contract form. Regardless of the way they vote in the referendum, producers may sign contracts or not as they choose, after they have studied the proposed new program.

"The decision as to whether or not another program will be developed now rests with the farmers themselves," AAA Administrator Chester C. Davis said. He also stated, that "the stage is set for a major downswing in corn and hog prices, which might reach low levels comparable to those experienced

(Continued on page 42.)

Farm Price of Hogs Above Parity



Exceeding the parity price by \$1.05, the farm price of hogs reached \$10.29 in September, according to a recent announcement of the U. S. Department of Agriculture. With processing tax of \$2.25 a cwt. added to the farm price, the spread between current farm value of hogs and their parity price has increased to \$3.30, or \$12.54 as against \$9.24.

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Encourage Good Driving of Truck Fleet

By H. R. COBLEIGH

Motor Truck Division, Automobile Manufacturers Association, Inc.

A PACKER PROGRAM for truck driver training and control is incomplete if it does not include means for stimulating and maintaining interest and effort toward greater safety, efficiency and courtesy.

There are two classes of stimulants—rewards for good performance and penalties for poor performance.

Few packers omit penalties, but many consider these enough, and do not provide for rewards. The majority, however, have both. That alone would commend it as the best practice, for it shows that experience confirms the theory that the more incentive the greater the effort.

Unquestionably there also is added effectiveness in securing drivers' cooperation, for they like the fairness of rewards as well as penalties. Even drivers who do not incur penalties may feel resentment when escape from punishment is the only recognition of good performance.

The spirit of the driver group is improved if they have positive rewards to counterbalance the negative penalties, and their attitude toward the management is more friendly when there is no sense of injustice.

A survey of more than 2,000 motor

Ninth of a series of discussions
on truck driver training
and control.

truck fleets, or more than 70,000 vehicles, developed the fact that 45 per cent of these fleet owners reward good performance, while 76 per cent penalize poor performance. Expressed in terms of trucks operated, the figures are more significant: 56 per cent operated with rewards, while 85 per cent had penalties. In other words, of those having any incentives two-thirds had both.

Good Performance Rewarded

There are various ways in which good performance is rewarded. In general they fall into four classes:

- 1—Bonuses or prizes;
- 2—Salary review or wage increases at given periods;
- 3—Medals or certificates;
- 4—Vacations with pay.

Some firms use one incentive only; others combinations of two or more. Individual fleets have their own preferences dictated by their circumstances or

situations. But, after all, it is not so important what form of reward is adopted, so long as it is something the men will appreciate enough to work for.

The Salary Review

One of the most common incentives is a cash bonus or prize—either money or something of value—awarded periodically. It may be awarded for accident-free operation during the period, or for other clear records, such as no idle time, no complaints from customers, or—if drivers are salesmen as well—a certain volume of sales.

Where awards are made on a monthly basis it is simpler to use calendar months. One disadvantage is that a driver falling down the fore part of the month may relax his effort for the remainder of that month, having nothing to gain until a new month begins. For this reason it is preferable to make awards on a perfect score for a set period of days, starting any time.

One large Eastern company, after using the bonus system, abandoned it in favor of the salary review and found a definite improvement was noticeable. Every six months each driver's salary is reviewed, particularly with reference

(Continued on page 50.)



Practical Points for the Trade

All Beef Sausage

Information on how to manufacture an all-beef country sausage is desired by a Western packer. He writes:

Editor THE NATIONAL PROVISIONER:

I am interested in a beef sausage made from fresh beef and sold in the same way as fresh country pork sausage. I believe packers in several cities make such a product but the formula cannot be obtained. Can you tell me how it is made?

Fat steer flanks or fat boneless steer plates are used in making all beef country style sausage. This sausage should contain a liberal quantity of fat and added moisture, otherwise it will be dry and crumbly. Cod fat should be added if steer flanks are not fat enough. Lean plates or flanks from cows or grass fed stock should not be used as product will then turn dark. Lean meat from steer plates and flanks with a bright red color and creamy white fat will combine to make a bright, attractive product.

One hundred pounds of selected steer plates or flanks are ground through 1-in. plate of the grinder; spread out in a sausage truck and the following spices added:

2 lbs. salt
6 oz. ground white pepper
2 oz. nutmeg ground
2 oz. rubbed sage (optional)

Prepared seasonings may be used if desired, such as those made by reputable seasoning manufacturers, to facilitate convenience in handling and uniformity of product.

Over this spread 15 to 25 lbs. of shaved ice. Mix ingredients in the truck, or if larger quantities are made, in mixer for one minute. Then grind again through $\frac{1}{8}$ -in. plate of grinder. Do not mix again. Flush out stuffer with ice water. Sprinkle ice on table and stuff immediately. Everything used in stuffing must be ice cold. Stuff in well flushed hog or sheep casings. Do not let sausage pile up on table.

Link and hang up as fast as sausage is stuffed. Place in a cold cooler. After it is well chilled it is ready to pack.

BRINE CHARACTERISTICS

A small sausage manufacturer asks for information on brines and brine strengths. He writes:

Editor THE NATIONAL PROVISIONER:

We refrigerate our coolers with brine coils, using a brine of 60 degs. as measured on the salometer. Can you give us the properties of brine of this strength? We have been informed that a brine of 60 degs. strength is too weak, and that we would secure better results if we increased the strength to 80 degs. Is this correct?

A sodium chloride (common salt) brine



registering 60 degs. on the salometer contains 15 per cent of salt by weight, has a specific gravity of 1.115, a specific heat of 0.855, contains 1.395 lbs. of salt per gallon, and has a freezing point of 12.20 degs. Fahr.

A sodium chloride brine of 80 degs. strength contains 20 per cent of salt by weight, has a specific gravity of 1.150, a specific heat of 0.829, contains 1.920 lbs. of salt per gallon, and has a freezing point of 6.86 degs. Fahr. It is probably the better brine for the purpose.

It would seem to be advisable for this packer to increase the strength of brine he is using from 60 to 80 degs. as there is a possibility that the weaker brine will freeze on the coils. Certainly the corrosive action of the heavier brine will be less. To increase the brine to 80 degs., as measured on the salometer, it will be necessary to add to each gallon the difference between 1.920 and 1.395, or 0.525 lbs. of salt per gallon.

What Is Boiled Ham Shrinkage Cost?

Certain costs in making boiled hams vary directly as the value of the product varies.

Chief among these is the cost of shrinkage.

Anyone who figures costs, particularly for the purpose of arriving at selling prices, must keep this factor in mind.

This shrinkage item must be EXPRESSED in cents per pound but must be FIGURED from the value of the raw material used.

THE NATIONAL PROVISIONER has compiled a table to assist the packer in approximating the cost of shrinkage in the production of boiled hams. This gives the different percentages of shrinkages and at different value levels. Subscribers may have this table by filling out and sending in the following coupon, accompanied by a 10c stamp. In large quantities, please write for prices.

The National Provisioner:
Old Colony Bldg., Chicago, Ill.
Please send me reprint on "How to Figure Shrinkage Cost in Making Boiled Hams."

Name
Street
City

Enclosed find a 10c stamp.

Hog Skins in Sausage

A Midwest packer who has been using hog skins in sausage is not satisfied with the appearance of his product. He writes:

Editor THE NATIONAL PROVISIONER:

We have been using cooked hog skin in our sausage and find that it shows up like cooked tapioca in the product. Can you suggest how we might satisfactorily use these skins?

It is assumed that this packer is using hog skins in frankfurters or bologna. Skins do not work out well in such sausage, unless they are made into jelly and the cold jelly added to the meat in the mixer to improve its binding qualities. Skins work out best in souse or head cheese, or they may be used in some grades of fresh pork sausage. In the latter case they would not be cooked.

A good way of utilizing not only skins but livers, kidneys, head meat and other small scraps is in a product known as "pudding" in some parts of the East. All these meats are thoroughly cooked and then ground and packed in flat pans, 4 to 6 in. deep. When the product is cold it can be sliced down and sold by the slice, pound or pan by the dealer. The pudding may be eaten cold or heated and served warm.

TEST ON CANNER COWS

Because of smaller hog supplies, interest in beef slaughtering has increased in recent months. A pork packer writes:

Editor THE NATIONAL PROVISIONER:

Can you give us a test on canners, 300 to 375 lbs., showing the yield in per cent for the various cuts?

A test on 300- to 375-lb. canners with yields shown in percentages, is as follows:

Cuts	Per Cent
Beef tenderloins	1.76
Regular rolls	3.01
Clods	4.33
Sirloin butts	3.51
Sirloin strips	1.42
Beef ham insides	7.47
Beef ham outsides	3.76
Beef ham knuckles	4.04
Beef trimmings	20.11
Rump butts	2.48
Flank steaks	0.39
Kidneys	0.57
Shank meat	5.54
Boneless chuck	12.59
Tallow suet	0.36
Regular tallow	0.15
Scrap tallow	0.68
Bones	27.56
Shrink	0.27

100.

Accident Prevention

Points for Plant Executives to Keep in Mind in Maintaining a Clean Accident Record

PLANT ELEVATOR SAFETY

Elevators and elevator shafts in modern meat plant buildings are usually well protected, and what accidents occur usually are the result of an infraction of operating rules. In older buildings, however, more and better safeguards sometimes are needed.

In a Southern plant recently a truck of S. P. hams got away from a workman, crashed through the gate guarding the elevator shaft and landed in the pit two floors below. Luckily the car was at the floor above and no one was injured. This incident, however, called attention to the weak slat gates guarding the shaft, and these were replaced.

Elevator shafts preferably should be inclosed with fireproof materials and the shaft openings protected with fireproof doors, because of the opportunity for fire to spread from floor to floor through open shafts. When fire doors cannot be installed, gates should be substantially constructed of heavy materials, and made high enough so that workmen cannot lean over them. Preferably they should be arranged so that they can be raised only from the inside.

Elevator cars should be inclosed to a height of at least 6 ft. except at entrance. Tops should be covered to prevent injury to occupants by falling objects. Automatic stops should be provided at top and bottom landings. One man should be assigned to operate each elevator, and printed rules for his guidance should be posted in a conspicuous place in the car.

Elevators should be kept locked when not in use, and operator should be responsible for the key to the lock. All mechanical equipment and controls should be inspected frequently by a competent person and needed repairs made promptly. Elevator doors should be locked when repairs are being made. Men working in the pit should be protected from falling objects.

INSTITUTE SAFETY AWARDS

Forty-five plants of member companies of the Institute of American Meat Packers operated during August without a lost-time accident and either retained or received Institute safety award pennants. The plants in this accident free list were:

Abraham Bros. Pkg. Co., Memphis, Tenn.; Armour and Company, Indianapolis, Ind.; Chas. G. Buchy Pkg. Co.,

Greenville, O.; Burns & Co., Ltd., Prince Albert, Canada; H. F. Busch Co., two plants, Cincinnati, O.; Crocker-Huffman Land & Water Co., Merced, Calif.; Jacob E. Decker & Sons, Mason City, Ia.; Deerfoot Farm, Southborough, Mass.; Derby Foods, Inc., Chicago; Jacob Dold Pkg. Co., Buffalo, N. Y.; Dold Pkg. Co., Omaha, Neb.; Eckert Pkg. Co., Henderson, Ky.; Elliott and Co., Duluth, Minn.; Emmart Pkg. Co., Louisville, Ky.; Field Pkg. Co., Bowling Green, Ky.; Adolf Gobel, Inc., Boston and Brooklyn; Edward Hahn, Johnstown, Pa.; Hately Bros. Co., Chicago; Home Pkg. & Ice Co., Terre Haute, Inc.; Hull & Dillon Pkg. Co., Pittsburgh, Kans.; Hy-Grade Food Products Corp., Buffalo, N. Y.; Kingan & Co., Richmond, Va.

Lincoln Pkg. Co., Lincoln, Neb.; Harry Manaster & Bro., Chicago; Oscar Mayer & Co., Chicago; H. H. Meyer Pkg. Co., Cincinnati, O.; Nuckolls Pkg. Co., Pueblo, Colo.; E. W. Penley, Auburn, Me.; Louis H. Rettberg, Inc., Baltimore, Md.; Reynolds Pkg. Co., Union City, Tenn.; Rochester Pkg. Co., Rochester, N. Y.; Stahl-Meyer, Inc., two New York and one Brooklyn plants; Swift & Company, Denver, Harrison, N. J., and Kansas City, Kans.; Swift Canadian Co., Ltd., Toronto, Canada; Union Pkg. Co., Los Angeles, Calif.; Wilmington Prov. Co., Wilmington, Del.; Wilson & Co., Albert Lea, Minn., Kansas City, Kan. and Los Angeles, Calif.



SLIGHT CUTS DANGEROUS.

Slight cuts and scratches may be more dangerous than more serious ones unless workers appreciate that the danger of infection is ever present when the skin is broken. A serious cut or scratch generally is taken care of promptly, while a slight one may be considered of no consequence and therefore neglected. The only way to hold to a minimum lost time due to infections is to require that all cuts and scratches, however slight, be treated without delay.

Paint in the Plant

Packers Need to Know More About Kind of Paint to Use, Where and How It Should Be Used

WHAT ARE PAINTS MADE OF?

By HENRY TRAPHAGEN.

Paints are compounded from two general classes of ingredients. The vehicle or liquid portion, and the pigment or solid portion. Some paints consist of but one vehicle and one pigment, others a complex mixture of several vehicles and several pigments.

The time-honored vehicle for most paints is linseed oil, a very valuable but much misunderstood substance.

Linseed oil, a product of crushed flax-seed, owes its usefulness to the fact that the oxygen of the air converts the oil into a tough elastic film. Raw linseed oil will dry on glass in about four days. Boiled linseed oil, made by boiling the oil with certain resins and metallic oxides, sets on glass in approximately eight hours. Boiled linseed oil finds wider application in paints than raw oil, especially for painting metal surfaces.

The linseed oil film, while tough and elastic, is not watertight. Moisture will and does go through it. There has been much controversy about the exact nature of this phenomenon, whether it is due to porosity or a complex chemical change.

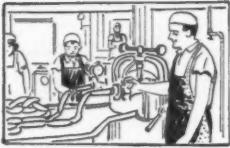
But the packer is faced with a condition and not a theory, the condition being that linseed oil will let moisture through.

Addition of certain fine-grained pigments helps matters considerably. But for the priming coat on metal about 10 per cent of kauri gum should be added to the linseed oil before mixture with the pigment. The gum closes up the oil film, making a paint that is practically waterproof.

Many plants have attempted to protect machinery and other metal surfaces by application of a coat of linseed oil. They figured, perhaps, that the oil would dry and protect the metal underneath. Great was the surprise when the metal promptly rusted beneath the oil film. Having learned that a linseed oil film is not moisture-proof, we know now that such a stunt will not work.

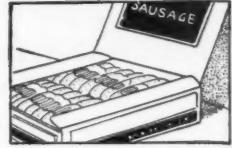
EDITOR'S NOTE.—This is the third in a series of discussions on "Paint in the Meat Plant." The next will discuss "Ready-Mixed Paints vs. Home-Made Paints." Watch for it.

Does it pay to save hog snouts? Do you compare them with tank value? Read "PORK PACKING," The National Provisioner's latest revision of "The Packers' Encyclopedia."



*A Page
for the*

SAUSAGE Manufacturer



Making Quality Sausage

One Ingredient Not Usually Considered Is Quality Workmanship

By OTTO J. MARTIN.

WHAT is quality in sausage?

This is a question I like to put to my competitors and to sausage manufacturers from all parts of the country who visit me. It is a question not easy to answer, or that all sausage manufacturers can answer.

Packers and sausage manufacturers usually try to answer the question by defining the materials that go into the product; sometimes they describe what, in their opinion, a good quality product should be. But invariably they fail to take into consideration one factor without which good quality products cannot be produced—and that is experienced, skillful and intelligent workmanship.

What I meant by this latter statement is just this:

I have seen sausage compounded from the finest materials that could by no stretch of the imagination be classed as first quality. On the other hand, I know of sausage made of what might be termed less desirable meats that would be rated as high quality by any experienced sausage manufacturer.

The difference is one of workmanship only.

What Is Quality Sausage

In my opinion high quality sausage has a good, smooth appearance, a good inside color, fair keeping qualities, tenderness—and, above all, appetizing and satisfying flavor. It will be noted nothing is said about the ingredients used, but it should be understood that to produce this quality there must be the proper facilities—up-to-date equipment and intelligent workmanship.

Bull meat, boneless chuck, pork shoulders and pork trimmings rank high as quality sausage materials. Beef trimmings, beef tripe, beef and pork hearts, beef and pork cheeks might be graded as second-class sausage materials. In the class of third quality sausage materials might be placed head meat, weasand meat, pork giblets, pork stomachs, beef tongue trimmings, ox lips and mutton offal.

However, I have seen sausage made of bull meat, pork shoulders and pork trimmings that left much to be desired. It was tasteless, tough and off color. I know of other brands of sausage that are regularly made from meats in the second class that are considered high quality by every sausage manufacturers who is acquainted with

them, and that enjoy wide and profitable distribution.

I have in mind luncheon meats as prepared in two different sausage manufacturing plants with which I am familiar. Both use identical formulas, the principal meat ingredients of which are beef chuck and pork trimmings. But the finished products are as different as night from day.

Why Results Differ

In one of the plants the sausage foreman is a well-educated, experienced, ambitious man—a sort of chef—who is continually studying meat processing and eternally experimenting on methods that will retain meat flavors. He knows much about flavorings and seasonings, and how to combine them to get the results desired. His product, needless to say, is first-class.

In the other plant the foreman is more interested apparently in getting the day's work done than in the results of his efforts. His methods of operation are similar to those used in the first plant, but quality does not approach that secured by the other foreman. Materials used in both plants are the same, and the reason identical results are not obtained is entirely the

result of the quality of brains put into the two brands.

But the quality of the products is not the only result apparent in these two instances. Yields are much better, consequently cost per unit of product is much lower, in the first plant.

Quality Workmanship

One of the necessary qualifications for production of quality sausage, I believe, is quality supervision. It is a mistake to employ any but quality workmen in the plant where quality is placed first.

It is likewise not conducive to best results to make a working foreman out of the man actually in charge of operations. When he is working he cannot keep close track of what others are doing. His duty should be to instruct and supervise. A good foreman will show his men how to do each operation properly and economically and will see to it that each step is done right.

Too many sausage manufacturers make one costly mistake. This is to offer the consumer what the sausage manufacturer thinks she wants, or what he wants to get rid of, rather than to offer her what he knows she wants.

(Continued on page 51.)



QUALITY WORKMANSHIP FOR QUALITY PRODUCT.

When the housewife buys sausage she expects a product with smooth appearance, good color inside and out, fair keeping qualities, tenderness, and appetizing and satisfying flavor. Good materials are required to make quality sausage, but the finest meats and seasonings will not produce No. 1 product if skillful, experienced workmanship is lacking.

NEW - - Sausage Display Set

With Your Own Company's Name Imprinted on Each Piece



See It at the Convention - - Booth No. 28

- Palmer Advertising Service, Inc. who produced the successful Sausage Campaign last spring will welcome all members of the Institute to its showing at the Drake Hotel. We will show you and explain the new set-up.
- In addition to the Sausage material, we also design and manufacture many special displays for packers, large and small. Please come to see us, and get acquainted with Mr. William F. Deutsch, who will be happy to discuss any lithographic problem.

Please Attach Coupon to Your Letter and Ask All Desired Questions

PALMER
Advertising Service, Inc.
52 East 19th St.
NEW YORK CITY

Please send us complete details about the new Sausage Campaign. _____
Name of Company. _____
Address. _____
Individual. _____ Position. _____



This is the International C-1 Truck H. F. Fry praises for its economy of operation and maintenance compared to other trucks he has used.

"I have owned four different makes of trucks and have had the least expense on this International Model C-1"

This is what H. F. Fry of Fort Wayne, Ind., says about his Half-Ton Model C-1 International Truck. He writes further:

"I am very well pleased with the work this truck is doing. I have driven it 10,587 miles and have not had any work done to the engine. I change the oil every 1,000 miles and never have to add any between changes. I assure you that I am only too glad to recommend the International C-1 for simple and economical performance."

International owners know the true meaning of economy in truck transportation. Put an International on your own work and reap the benefits of low-cost hauling. See the nearest Company-owned branch or an International dealer for information. Sizes in the International line range from the Half-Ton units to powerful Six-Wheelers. Chassis prices start at \$400 f.o.b. factory.

INTERNATIONAL HARVESTER COMPANY
606 So. Michigan Ave. **OF AMERICA**
(Incorporated) Chicago, Illinois

INTERNATIONAL TRUCKS



REFRIGERATION and Air Conditioning



QUICK FREEZING DUCKS

SEVERAL thousand boxes of quick-frozen Long Island ducks, processed during experiments in quick-freezing poultry by the "Z" processes, were recently disposed of in New York City through regular commercial channels.

Each box held one dozen birds and had been in storage for over 6 months. Prices obtained were from 1c to 3c a lb. above what the same grade of ducks frozen in the regular manner were selling for. Tests showed these quick-frozen ducks contained over 250 times less bacteria per gram of sample than the cold storage frozen product. This had a direct bearing, of course, on appearance, flavor and keeping qualities.

The result of this test, and others made on ducks and other poultry in cooperation with representatives of the U. S. Bureau of Agricultural Economics and the food research division of the Bureau of Chemistry and Soils, created much interest in the poultry trade, particularly in view of the fact that quick-frozen ducks will soon be a regular article of trade at this point, a company having been formed to process them.

This company—Long Island Duck Packing Corp.—will build its first plant at Westhampton, L. I. It will have a capacity of 5,000 birds per day. Other similar plants are planned. Ultimate freezing capacity of the company will be sufficient to take care of the bulk of the ducks raised there.

When the company starts operating

it will be the first instance of poultry being frozen on a large scale and placed in direct competition with ordinary cold storage frozen product. The new plant is scheduled to start operations about March 1, 1936. The "Z" method of quick freezing will be used.

REFRIGERATION NOTES

Selah Cold Storage, Inc., Selah, Wash., has been incorporated for \$1,000 by D. H. Bonsted, V. O. Nichoson, Hugo F. Luhman.

James Vance, C. E. and E. H. Crayton have incorporated Marysville Ice & Cold Storage Co., Marysville, Wash. Capital stock, \$10,000.

Baldwin County has applied for government loan to erect cold storage plant at Bay Minette, Ala. Estimated cost, \$117,000.

Colorado State Hospital, Pueblo, Colo., recently purchased 13-ton refrigerating machine.

Independent Ice & Cold Storage Co. plans new plant to cost about \$50,000 at Clearwater, Fla.

Riverside Ice & Coal Co., Macon, Ga., is constructing modern 2-story brick and concrete cold storage building, Fifth and Ocmulgee sts.

Richland community cold storage locker plant is nearing completion, Richland, Wash. Plant will have 208 individual cold storage lockers.

Vancouver Ice & Coal Co., Vancouver,

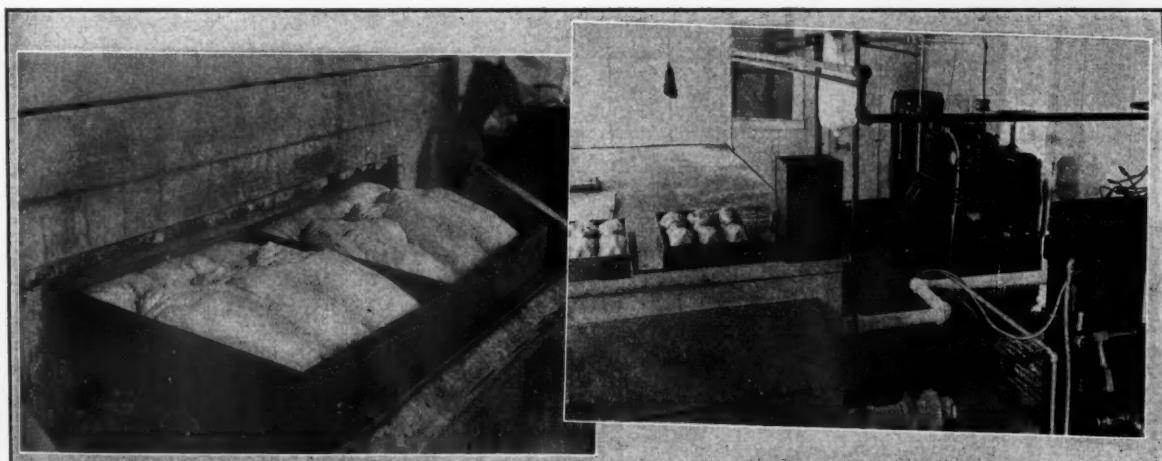
Wash., is erecting new cold storage warehouse.

N. A. P. R. E. CONVENTION

Annual convention of the National Association of Practical Refrigerating Engineers will be held in Atlanta, Ga., November 5 to 8, 1935. The following partial list of papers has been announced for the technical sessions: "Control and Distribution in Air Conditioning," Professor Newton Ebaugh, Georgia School of Technology, Atlanta; "Air Cleaning Equipment and Operation," Howard C. Murphy; "Mechanical Service in the Hotel," Erich Utescher; "Diesel Power in Refrigeration Industry," A. H. Baer; "Cold Storage Operation," John Hawkins; "Good Practice Standards in Refrigeration Work," Walter Suhr; "Profits from Modernization," W. E. Zieber; "New Responsibilities for the Refrigeration Engineer," Allen Rushton.

BETTER CREDIT CONDITIONS

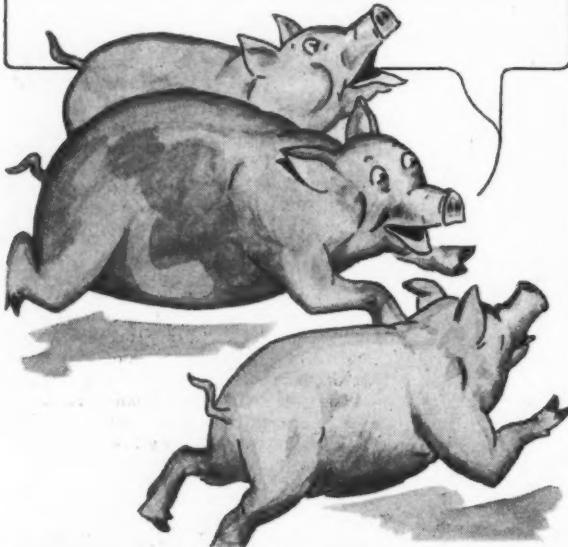
Decided improvement in wholesale collections and sales during September in 100 major markets throughout the country is reported in the October survey of the National Association of Credit Men. Forty-nine per cent of the reporting cities found collections good, while good sales were indicated by 58 per cent of the cities. Both sales and collections showed improvement over those reported for August.



QUICK FREEZING DUCKS ON TRAVELING CHAIN IN BRINE FOG.

Left—Boxes of frozen ducks leaving the freezing chamber. The birds are hard frozen by the "Z" process at a relatively high temperature in from 1 to 2 hours. Right—Refrigerating equipment for maintaining freezing temperature in the brine fog cabinet.

RUN AND TELL ALL THE FELLOWS
THAT THERE'S NOTHING DOING AT
THE PACKING PLANT THIS WEEK.
EVERYBODY'S GOING TO THE
PACKERS' CONVENTION...AND
THEY'RE ALL PLANNING TO VISIT
STANGE'S HEADQUARTERS!



GUARD AGAINST VAPOR PENETRATION WITH **CELOTEX VLTI**

Celotex Vaporproofed Low Temperature Insulation is finding an ever widening acceptance simply because of its dominating feature of *vaporproofness*.

Insulation that permits condensation of moisture within the material because of vapor penetration raises operating costs, lowers efficiency.

Celotex VLTI is encased in a specially developed vaporproofed membrane at the factory that permanently seals it against vapor penetration. Additional sealing when installed serves as an extra-measure protection.

Specify Celotex VLTI for dependable cold storage. We invite consultation with our engineers. Write for free booklet.

All Celotex Cane Fibre Products are Dry Rot and Termite Proofed by the exclusive Ferox Process (patented).

THE CELOTEX COMPANY, 919 No. Michigan Ave., Chicago.

CELOTEX

Reg. U. S. Pat. Off.

VAPORPROOFED LOW TEMPERATURE INSULATION
(PAT. APPLIED FOR)



"C-B" Cold Storage Door

"THE BETTER DOOR THAT COSTS NO MORE"

The "C-B" Door is specified wherever quality in design, construction, workmanship and finish is required. Its superior merit has been proved.

Write for a "C-B" Cold Storage Door Catalog and price list.

Get full information before you buy.

Learn why it is called:

"THE BETTER DOOR THAT COSTS NO MORE"

The Cincinnati Butchers' Supply Corporation

1972-2008 Central Ave.,
Cincinnati, Ohio

824 Exchange Ave., U. S. Yards,
Chicago, Ill.

A Showing of CONTINENTAL

PACKINGHOUSE TYPE MOTORS

at the Convention!

Be sure to see this display at
Booth No. 3

Associate Member Institute of American Meat Packers

PACKERS

While in town attending
the I. A. M. P. Convention
we urge you to visit
us at our Chicago head-
quarters in the Old
Colony Building.

WELCOME

Our consulting service is
particularly adapted to
the Packing Industry.
Years of experience en-
able us to reduce your
costs materially!

BRADY, MCGILLIVRAY & MULLOY
CONSULTING ENGINEERS

37 West Van Buren St.
Chicago, Ill.

1270 Broadway
New York City, N. Y.

*A Page
for the*

Packer Salesman



Increasing Meat Sales

Packer Salesmen Who Aid Retailers to Do This Perform a Real Service

THE big merchandising problem in many retail meat stores is to encourage housewives to purchase more freely in the face of higher meat prices.

Any packer salesman who can influence his customers to adopt methods that will bring this about is performing a real service not only to the retailer, but to the house for which the salesman works.

A packer salesman outlines in the following letter a plan which has been successful in increasing volume in a number of small stores. He writes:

Editor THE NATIONAL PROVISIONER:

In the columns of THE NATIONAL PROVISIONER you have called attention many times to the fact that the packer salesman can sell only as much product as his customers sell.

This is true. Therefore, the packer salesman has—or should have—more than incidental interest in the manner in which his customers conduct their business and the merchandising methods they use.

When a packer salesman can show one of his customers how to cut costs, he aids him to get his business in a better competitive position. When he shows the dealer how to sell more product he helps himself and his firm.

The packer salesman has many opportunities to pick up merchandising ideas worth passing on. He must use judgment, however, or he may get into some trouble.

Value of Cooperation

It would be poor policy, for example, to pass on a merchandising idea to a customer who was in direct competition with the owner of the store in which the idea was developed. And the packer salesman should be reasonably sure that any idea he presents can be adapted to the conditions of the customer. A suggestion which failed to work would not increase a retailer's good opinion of the salesman's judgment and ability as a retail merchandising expert.

I suppose a packer salesman, because of his opportunity to observe practices in many stores and judge results could become very well posted on successful retail merchandising methods were he to make the effort. In this, as in many other details of sales work, there is the opportunity for valuable cooperation between packer salesmen through ideas

presented in the pages of THE NATIONAL PROVISIONER.

Were a sufficient number of us to pass on occasionally good merchandising ideas as we find them—workable methods our customers could use—the cumulative result might have far-reaching consequences, materially increase meat consumption and directly increase volume of sales.

It is in the hope of starting such an exchange of ideas among packer salesmen that this letter is written. And to start the ball rolling I submit the following:

Opportunities in Small Stores

The lowest merchandising efficiency and, therefore, the greatest possibility for large percentage volume increases,



is usually found in the small, haphazardly-operated store.

Some in this class, because of location, may present greater possibilities for growth than others, but in all of them more meat products might be sold with better methods.

I have in mind a small neighborhood store in my territory that is being rebuilt on an idea. Average income of customers in this neighborhood never is high in the best of times, and of course has been reduced considerably since the depression.

With the rise in meat prices business dropped to the point where little or no profit resulted, and the owner was seriously considering closing down the business. Some housewives were resentful over high prices and were reducing their meat purchases. Others, because of a real need for getting full value for every cent spent, were holding their meat buying to a minimum. Others were finding meat beyond their reach.

A Plan for More Volume

This retailer's problem was one of giving his customers products at prices they felt they could afford. Naturally I was concerned, because I had other cus-

tomers in the same fix, and I needed all the volume I could get. Finally, I took the case to our sales manager—a good scout who was willing to go out of his way to do what he could for a long-time customer of the house.

Briefly the plan he suggested was as follows:

1. That this retailer eliminate from his stock most high-priced products and feature meats and specialties that bulked large for small cost.
2. That other food products be added to the stock as rapidly as possible.
3. That a radical change be made in methods of pricing many products. On the higher-priced products it was suggested that no price tags be used. On such other cheaper meats, sausage, etc., where possible it was recommended that price per piece rather than price per pound be used.

Featuring Tasty Dishes

4. That recipes featuring meats in combination with other foods to provide economical, tasty, nutritious dishes be featured conspicuously.

5. That all talk of high food prices and shortage of livestock be discouraged in the store.

6. That the store be rearranged for greater convenience, repainted and kept as spick and span as possible.

Minimizes High Prices

The retailer, possibly figuring that he had everything to gain and nothing to lose, agreed to the program. The results have been beyond his expectations. Business started to pick up immediately, the average sale increased and each day, he tells me, he sees new faces in his store.

Good Sales Psychology

The suggestions were simple enough. Behind some of them is good sales psychology. By eliminating price tags on the more expensive cuts and pricing largely by piece instead of per pound, small figures instead of large ones stare the customers in the face. Actually the per piece price in many cases figures out higher than the per pound price, but the customer is not aware of it.

Reasons for the other suggestions will be apparent to most salesmen with any experience with retail merchandising. They would be sound in any store. I have suggested them in many other cases, and without exception the results have more than justified the time and trouble to pass them on.

Yours truly,
PACKER SALESMAN.



No. 55128
U. S. Pat. No. 1991301

WILSON & BENNETT MFG. CO.

6538 So. Menard Ave., CHICAGO
Republic 0200

JERSEY CITY, N. J., 353 Danforth Ave.
Delaware 3-4700 Cortlandt 7-0231
NEW ORLEANS, LA., Cortez & Bienville Sts.
Galvez 2171

Three Modern Factories
Sales offices and warehouses in
principal cities

E-Z SEAL

FULL REMOVABLE HEAD SANITARY FOOD PRODUCTS DRUMS

*will be on display at
Booth No. 2*

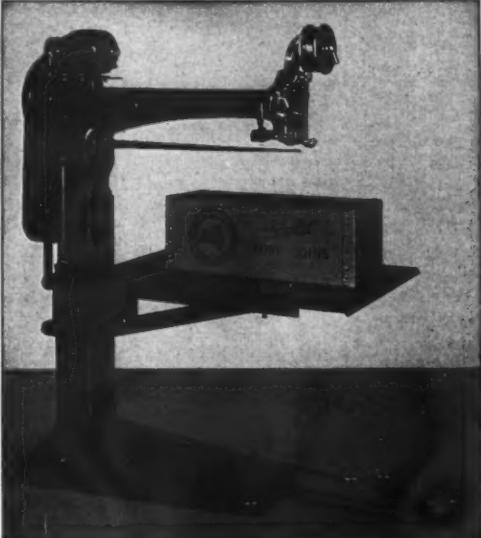
Institute of American Meat Packers' Convention—Drake Hotel, Chicago

See them, and investigate their advantageous application to your own shipping and storage requirements.

These features have caused leading Packers to adopt E-Z SEAL Steel Drums for the Shipment and handling of Lard, Shortening and Meat Products.

Sanitary linings that prevent contamination and inhibit rancidity insuring complete product protection and preserving the original freshness and quality of your product—Complete elimination of leakage, shrinkage and soakage losses—No splinters or chips—and a utility container that will remain in use or that can be sold at a high second-hand price.

Get These Added Sales and Protection Advantages For Your Products



BLISS POWER LIFT TOP STITCHER

for assembling and sealing BLISS BOXES and Regular Slotted Containers

The New BLISS Power Lift Top Stitcher is equipped with power-driven work-table operated by a balanced foot pedal in front of machine. Table is raised or lowered at a speed of 12 inches per second. Table automatically stops at right position for stitching of Box. At low position table can be adjusted to height of your conveyor. Operator can stitch many more cases per day than by the old method, and with a minimum of physical effort.

The Bliss Combination Box and Bottom Stitcher meets the demand for a single unit capable of assembling Bliss No. 4 Boxes and one-piece Slotted Containers. It combines in one unit a box and bottom stitcher, the box arm being of the folding type and the post removable.

Full information regarding these two machines will be gladly furnished.



DEXTER FOLDER COMPANY

28 West 23rd Street, New York, N. Y.

Bliss, Latham and Boston Wire Stitching Machinery for All Types of Fibre Containers

CHICAGO 117 W. Harrison St.	PHILADELPHIA 8th and Chestnut Sts.	BOSTON 185 Summer St.	CLEVELAND 1931 E. 61st St.	ST. LOUIS 2032 Ry. Exch. Bldg.
SAN FRANCISCO—LOS ANGELES—SEATTLE				
Harry W. Brinckall Co.				

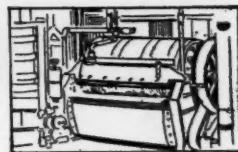


BOX AND BOTTOM STITCHER

LARD	14.5	12.5	13.5
BELLIES	11.5	10.5	11.5
HAMS	20.5	18.5	19.5
LOINS	11.5	10.5	11.5
BUTTS	11.5	10.5	11.5

Provisions and Lard

Weekly Market Review



Trade Fairly Active—Market Barely Steady—Hog Run Moderate—Cash Trade Fair—Inventory Building Up Season at Hand—Hogs Firmer.

Market for hog products backed and filled the past week in a mixed trade and was again influenced by erratic fluctuations in grains. Hog market was steadier, and run was moderate. Prices again felt the influence of a slow meat trade. Cash lard demand appeared satisfactory, small stocks being a factor. Futures market appeared to be without leadership at the moment, and it took but little trading to bring about irregular fluctuations.

Commission house trade was divided, while packinghouse interests appeared to be on both sides. In some quarter sentiment continued friendly for the long pull, especially to lard. In other directions there was a tendency to go slow. There was a feeling that packers would be inclined to buy hogs as cheaply as possible, and some were anticipating a lower hog trend during the next few months.

Hog and Lard Situation

The future situation may depend to a considerable extent on consumer demand. All indications are that winter kill of hogs will be smaller than a year ago, notwithstanding that the fall pig crop this year, which will be marketed during next summer, has been estimated at about 28 per cent above a year ago. The increase is not as great as indicated, as it is over the comparatively small hog crop last year.

Some believe there will be no ma-

terial increase in hog receipts until the latter part of next year. Lard stocks are small, while meat stocks are not burdensome. Lard demand continues satisfactory, and meat trade notwithstanding higher prices remains on a fairly good scale. With prospect for better business conditions, a demand equal to that of the last several months is more than likely on the whole, therefore, the question would appear to be one of maintained or bettering prices, pending the time when the hog movement increases sufficiently to bring about a material upbuilding in stocks.

Receipts of hogs at Western packing points last week were 197,400 head, against 174,900 head the previous week and 352,900 head the same week last year.

Average weight of hogs received at Chicago last week, was 252 lbs., against 256 lbs. the previous week, 234 lbs. a year ago, and 249 lbs. two years ago.

Average price of hogs at Chicago at mid-week, was around 10 1/2c, compared with 10.35c a week ago, 6.05c a year ago, 5c two years ago, and 3.70c three years ago.

Top hogs at Chicago rose to around 11 1/4c, compared with a low of 10.90c last week, and 11c at mid-week a week ago.

Foreign Lard Stocks Small

Stocks of refined lard in Liverpool on October 1 were 1,053 tons, compared with 5,438 tons the same time last year.

Exports of lard for week ended September 21 were 539,000 lbs., against 7,378,000 lbs. last year. Exports for

week ended September 28 were 489,000 lbs., against 7,864,000 lbs. last year. Exports from January 1 to September 28 have been only 78,852,000 lbs., against 371,535,000 lbs. the same time a year ago.

Exports of hams and shoulders for week ended September 28 were 760,000 lbs., against 846,000 lbs. last year; bacon, 56,000 lbs., against 920,000 lbs.; pickled pork, 6,000 lbs., against 229,000 lbs.

PORK—Market was steady and demand fair at New York. Mess was quoted at \$38.62 1/2; family, \$38.62 1/2; fat backs, \$38.62 1/2 @ \$34.62 1/2.

LARD—Demand was fair at New York and market steady. Prime western was quoted at 15.30 @ 15.40c; middle western, 15.30 @ 15.40c; city tubs, 15 1/2 @ 15 3/4c; refined Continent, 14 @ 14 1/4c; South America, 14 1/4 @ 14 3/4c; Brazil kegs, 14 1/4 @ 14 3/4c; compound, carlots, 12 3/4c; smaller lots, 13c.

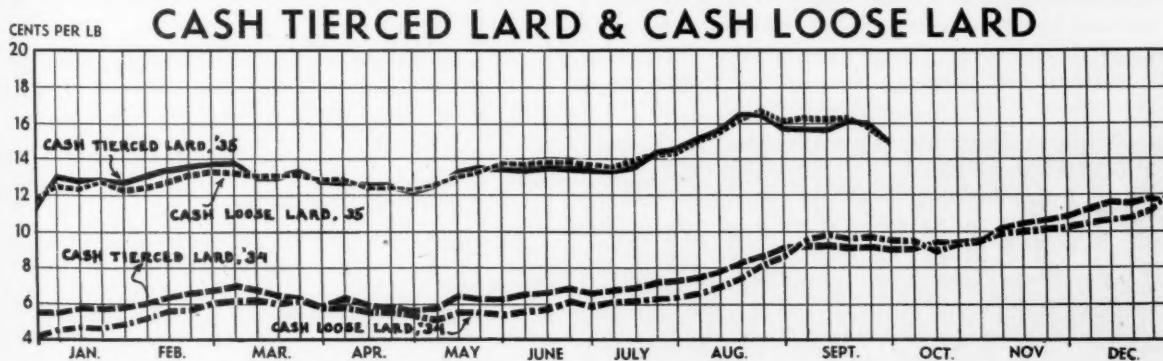
At Chicago, regular lard in round lots was quoted at 5c under October; leaf lard, 5c over October; loose lard, at 20c under October.

(See page 38 for later markets.)

BEEF—Demand was moderate and market steady at New York. Mess was nominal; family, \$23.00 @ \$24.00 per barrel; packer, nominal; extra India mess, nominal.

LARD AND GREASE EXPORTS

Exports of lard from New York City, Oct. 1, 1935, to Oct. 9, 1935, totaled 323,035 lbs.; tallow, 4,000 lbs.; stearine, 72,000 lbs.

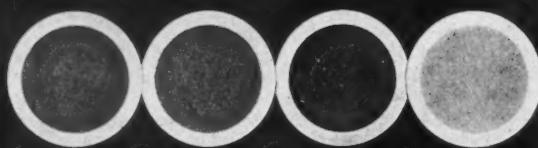


One of the new charts in THE NATIONAL PROVISIONER series showing prices of cash tierced lard and cash loose lard.

Demand for lard held up well during the first three weeks of September and prices were fairly steady at not far from the peak for the year. During the last week of the month, while there was little or no reduction in consumption, prices broke rather badly. Cash lard was worth more than tierced lard during most of the month, the first time this has occurred since the latter part of July.

Worcester makes the

Cleanest Salt



BRAND "A" BRAND "B" BRAND "C" WORCESTER

What filter tests of 4 well-known brands reveal

As any chemist will tell you, all salt is *not* alike—in purity, in dryness, in color, in screen analysis, in character of cube or flake, in solubility or in *cleanliness*.

Worcester Salt is the purest, most uniform salt you can buy—and it is the *cleanest*—as the following special "filter test" reveals:

How filter test was made

Bags or barrels of 4 well-known brands of salt were purchased in the open market, including Worcester Salt itself. In each case a sample (one pound of each brand) was dissolved in distilled water and the resulting solution filtered through a filter paper disc. The results are shown in the photographs above, indicating the amount of insoluble dirt or extraneous matter recovered. It proves conclusively that Worcester Salt is the *cleanest* salt you can buy.

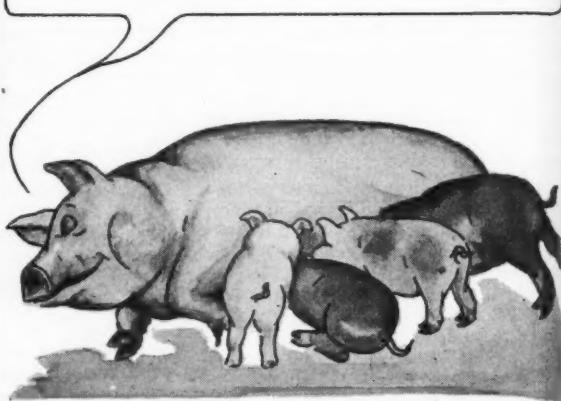
You can make these same filter tests in your own plant or laboratory. We urge you to do so. It is almost needless to say that cleanliness in the salt you use has a distinct bearing on the quality of your own product.

Worcester Salt Company, America's oldest refiners of pure salt, 40 Worth St., New York City.

Worcester
Salt



I CAN TAKE IT EASY FOR ANOTHER WEEK, ANYWAY. ALL THE BOYS ARE GOING TO THE PACKER'S CONVENTION... AND THEY'RE ALL GOING TO MEET AT STANGE'S HEADQUARTERS IN THE DRAKE.



PURE VEGETABLE JUICES

Standardized
ONION • GARLIC • PARSLEY

There is an Advantage in using these flavors in juice form because it assures Uniformity and Exactness in your product.

- always have the same standard strength the year round.
- are obtained directly from the fresh vegetable.
- clarified and free of all fibre.
- natural, delicate, raw flavor is retained.
- made under rigid laboratory control.
- penetrate quickly and evenly throughout your product.
- convenient and economical. You do not have to carry large stocks.
- meet B. A. I. requirements.

Produced by exclusive process under patent No. 1978171.

Test them! Make Comparisons!

VEGETABLE JUICES, INC.

664-666 West Austin Avenue, Chicago, Illinois

Cut-Out Losses Increase With Higher Hog Costs

HOG cut-out values for the first four days of the current week averaged considerably higher than during the similar period a week earlier, the result of higher hog costs and lower product values. Lack of aggressive demand has made product markets very sensitive to increases in hog receipts such as occurred this week. Despite larger hog arrivals hog prices were on the upgrade during the first three days of the week, average price increasing

from \$10.35 Monday to \$10.55 Wednesday. Rather slow demand for product caused a reaction in the hog market Thursday and average price was reduced to \$10.33.

Hams were weakest of the list during the week, opening Monday $\frac{1}{4}$ c lb. down as compared with the previous Friday, and the price trend was downward until Thursday, when the decline was halted and $\frac{1}{4}$ c lb. picked up. Demand for D. S. bellies increased at mid-

week and prices advanced $\frac{1}{4}$ c. Most other cuts were relatively steady.

The following test is worked out on the basis of live hog costs and green product prices at Chicago during the first four days of the current week, average costs and credits being used. The figures used in this test apply to Chicago only. Packers in other sections of the country should substitute their own hog costs and green product values for those shown here.

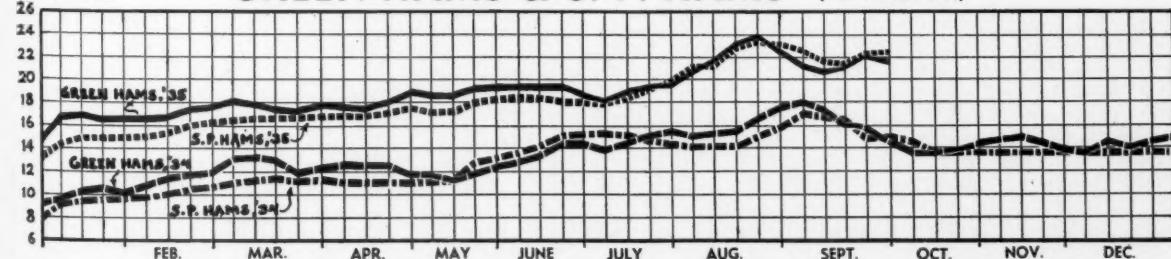
HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-260 lbs.			260-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	13.90	20%	\$ 2.83	13.70	20%	\$ 2.76	13.30	19%	\$ 2.60
Picnics	5.50	16%	.93	5.30	16%	.89	5.00	14%	.72
Boston butts.....	4.00	23%	.93	4.00	23%	.93	4.00	23%	.93
Loins (blade in).....	9.70	25%	2.45	9.30	23%	2.19	8.80	21%	1.88
Bellies, S. P.....	11.00	21%	2.34	8.70	20%	1.81	3.50	20%	.72
Bellies, D. S.....	.....	.....	3.00	18%	.....	.55	9.00	18.0	1.62
Fat backs.....	1.00	14%	.15	3.00	16%	.49	5.00	16%	.84
Plates and jowls.....	2.50	14%	.36	2.50	14%	.36	3.30	14%	.49
Raw leaf.....	2.00	13%	.28	2.10	13%	.29	2.20	13%	.30
P. S. lard, rend. wt.....	11.90	14%	1.70	11.60	14%	1.65	11.20	14%	1.60
Spareribs.....	1.50	18.0	.27	1.50	18.0	.27	1.50	18.0	.27
Trimmings.....	3.00	17%	.53	2.80	17%	.49	2.70	17%	.47
Feet, tails, neckbones.....	2.00	.....	.13	2.00	.....	.13	2.00	.....	.13
Offal and misc.....	.....	.....	.46	.....	.....	.46	.....	.....	.46
TOTAL YIELD AND VALUE.....	68.00		\$13.36	69.50		\$13.27	71.50		\$13.03

Cost of hogs per cwt.....	\$10.77	\$10.98	\$10.71
Condemnation loss.....	.05	.05	.05
Handling and overhead.....	.79	.69	.68
Processing tax.....	2.25	2.25	2.25
TOTAL COST PER CWT. ALIVE.....	\$13.86	\$13.97	\$13.69
TOTAL VALUE.....	\$13.36	\$13.27	\$13.03
Loss per cwt.....	\$.50	\$.70	\$.66
Loss per hog.....	\$ 1.00	\$ 1.68	\$ 2.85

GREEN HAMS & S. P. HAMS (12-14 lb. av.)



One of the new series of charts in THE NATIONAL PROVISIONER series showing prices of green and S. P. hams.

If packers did not make a profit on ham curing operations during September, they at least lost less money, S. P. prices being above green product prices during all of the period. Heavy skinned hams were in fairly good demand during the month, but lighter averages were less popular.

FOR A PREVIEW OF THE LATEST

INFORMATION

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CASINGS

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended Oct. 5, 1935:

PORK.

	Week ended Oct. 5, 1935	Week ended Oct. 6, 1934	Nov. 1, 1934 to Oct. 5, 1935
Total	1,815	1,039	
United Kingdom	516	516	
Continent	260	100,658	

BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
Total	722	884	101,576
United Kingdom	692	884	100,658
Continent	648	648	
St. and Ctl. America	30	30	
West Indies	59	59	
B. N. A. Colonies	1	1	
Other countries	180	180	

LARD.

	M lbs.	M lbs.	M lbs.
Total	1,051	6,416	94,595
United Kingdom	1,013	6,105	87,087
Continent	12	3,833	
St. and Ctl. America	38	20	1,326
West Indies	279	2,330	
B. N. A. Colonies	13	13	
Other countries	6	6	

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Hams, M lbs.	Lard, M lbs.
New York	98	127	
New Orleans	30	38	
Montreal	594	886	
Total week	722	1,051	
Previous week	28	553	410
2 weeks ago	479	488	
Cor. week 1934	884	6,416	

SUMMARY NOV. 1, 1934, TO OCT. 5, 1935.

1934 to 1935	Increase	Decrease
1934	506	143
Pork, M lbs.	363	
Bacon and hams, M lbs.	101,576	115,990
Lard, M lbs.	94,595	350,961
	256,366	

MEAT EXPORTS IN AUGUST

Exports of meat from the United States during August, 1935:

Quantity.	Value.
Pork carcasses, fr. or frozen.	
Loins and other pork, fresh or frozen	
or frozen	
436,898	\$70,031
Hams and shoulders, cured	
4,775,747	974,067
Bacon	
392,578	84,085
Cumberland and Wiltshire	
41,228	7,816
Other pork, pickled or salted	
473,756	63,788
Sausage, not canned	
119,426	27,494
Beef and veal, fr. or frozen	
489,360	85,327
cured	
579,935	57,546
Mutton and lamb	
35,450	7,720
Kidneys	
413,226	45,702
Livers	
221,326	22,883
Tongues	
338,930	57,353
Sausage ingredients	
202,365	18,781
Poultry and game	
277,463	57,406
Total	\$8,797,708 \$1,579,957

In addition to the above, there were shipped to insular possessions 3,474,228 lbs. of pork, beef and veal, sausage materials and meat specialties.

EDIBLE FATS EXPORTS

Exports of lard, neutral lard and other cooking fats, August, 1935:

	Other cooking fats, lbs.	Neutral lard, lbs.
Belgium	15,317	
Irish Free State	24,452	
Netherlands	28,213	
United Kingdom	623,460	460
Canada	422	1,472
British Honduras	6,437	108
Guatemala	15,555	4,834
Panama	36,404	12,044
Mexico	88,361	10,924
Cuba	2,568,064	4,199
Dutch W. Indies	10,542	3,270
Haiti	24,179	43
Venezuela	3,744	4,758
Other	28,045	29,269
Total	3,405,733	71,321
Value	\$510,806	\$10,683
To insular possessions	1,488,294	1,052,318

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, OCTOBER 5, 1935.

LARD—	Open.	High.	Low.	Close
Oct.	14.73	14.80	14.72 1/2	14.77 1/2 ax
Dec.	13.70	13.75	13.70	13.72 1/2 ax
Jan.	13.27 1/2	13.32 1/2	13.27 1/2	13.27 1/2 ax
May	12.80	12.85	12.80	12.82 1/2 ax

CLEAR BELLIES—

No future quotations.

MONDAY, OCTOBER 7, 1935.

LARD—	Open.	High.	Low.	Close
Oct.	14.77 1/2	14.77 1/2	14.72 1/2	14.77 1/2 ax
Dec.	13.60	13.65	13.55	13.62 1/2 ax
Jan.	13.12 1/2	13.12 1/2	13.00	13.00 ax
May	12.70	12.70	12.60	12.67 1/2 b

CLEAR BELLIES—

No future quotations.

TUESDAY, OCTOBER 8, 1935.

LARD—	Open.	High.	Low.	Close
Oct.	14.62 1/2	14.62 1/2	14.57 1/2	14.57 1/2 ax
Dec.	13.60	13.60	13.47 1/2	13.47 1/2
Jan.	13.05	13.00	12.80	12.80 ax
May	12.65	12.65	12.57 1/2	12.57 1/2 ax

CLEAR BELLIES—

No future quotations.

WEDNESDAY, OCTOBER 9, 1935.

LARD—	Open.	High.	Low.	Close
Oct.	14.50	14.50	14.35	14.35
Dec.	13.45	13.50	13.30	13.35
Jan.	13.00	13.00	12.80	12.80 ax
May	12.50	12.52 1/2	12.45	12.45

CLEAR BELLIES—

No future quotations.

THURSDAY, OCTOBER 10, 1935.

LARD—	Open.	High.	Low.	Close
Oct.	14.50	14.50	14.35	14.35
Dec.	13.47 1/2	13.47 1/2	13.35	13.35 b
Jan.	12.90	12.90	12.85	12.85
May	12.62 1/2	12.62 1/2	12.50	12.50 b

CLEAR BELLIES—

No future quotations.

FRIDAY, OCTOBER 11, 1935.

LARD—	Open.	High.	Low.	Close
Oct.	14.40	14.40	14.30	14.30 b
Dec.	13.35	13.52 1/2	13.35	13.45 b
Jan.	12.90	12.90	12.90	12.95
May	12.50	12.60	12.50	12.60 b

CLEAR BELLIES—

No future quotations.

FRIDAY, OCTOBER 11, 1935.

OTHER D. S. MEATS	Clear	Rib
Oct.	14.40	14.40
Dec.	13.35	13.52 1/2
Jan.	12.90	12.90
May	12.50	12.60 b

CLEAR BELLIES—

No future quotations.

FRIDAY, OCTOBER 11, 1935.

LARD	Prime Steam, cash	14.50n
Dec.	14.50	14.50n
Refined, boxed, N. Y.—Export	unquoted	unquoted
Neutral, in tierces	16.50	16.50
Raw Leaf	14.75n	14.75n

CLEAR BELLIES—

No future quotations.

FRIDAY, OCTOBER 11, 1935.

CANNED MEAT EXPORTS	Quantity.	Value.
Canned beef	124,176	\$43,362
Canned pork	659,868	260,397
Canned sausage	58,865	17,043
Other canned meats	35,365	7,356
Total	878,274	\$328,158
To insular possession	842,737	



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BY-PRODUCTS MARKETS

Chicago, Oct. 10, 1935.

Blood.

Last sales of unground dried blood at \$3.00; this price bid.

	Unit	Ammonia.
Ground	...	at \$2.95
Unground	6c	3.00

Digester Feed Tankage Materials.

Demand is getting better. Market quoted normally at \$2.90@3.00 & 10c.

Unground, 10 to 12% ammonia	82.90@3.00 & 10c
Unground, 8 to 12%	2.80@2.90 & 10c
Liquid stick	at 2.25

Packinghouse Feeds.

Demand better and market higher.

Digester tankage meat meal 60%	at 42.50
Meat and bone scraps, 50%	at 47.50
Steam bone meal, 65%, special feeding per ton	at 32.50
Raw bone meal for feeding	at 32.50

Dry Rendered Tankage.

Last sales of good quality at 75@77 1/2c Chicago.

Hard pressed and exp. unground per unit protein	75@77 1/2c
Soft prsd. pork, ac. grease & quality, ton	@60.00
Soft prsd. beef, ac. grease & quality, ton	@50.00

Fertilizer Materials.

Ground fertilizer tankage sold this week at \$2.60 & 10c, for prompt and near future, f.o.b. Chicago.

High grd. tankage, ground, 10@12% am.	at 2.60 & 10c
Bone tankage, ungrd., low gd., per ton	@16.00
Floor meat	at 2.00

Horns, Bones and Hoofs.

Prices largely nominal; trading slow and market not clearly established.

Horns, according to grade	80.00@80.00
Mfg. shin bones	45.00@45.00
Cattle hoofs	20.00@30.00
Junk bones	16.00@16.50

(Note—Foregoing prices are for mixed carloads of ungrounded materials indicated above.)

Bone Meals (Fertilizer Grades).

Market featureless; prices nominal. Steam, ground, 3 & 50 \$17.00@18.00 Steam, unground, 3 & 50 16.00@17.00

Gelatine and Glue Stocks.

Demand fair for skulls, jaws and knuckles; last sales at \$24.00.

Calf trimmings	at \$25.00
Sinews, pizzles	at 19.00
Horn pits	at 17.00
Cattle jaws, skulls and knuckles	at 23.00@24.00
Hide trimmings (new style)	at 12.00
Hide trimmings (old style)	at 15.00
Pig skin scraps and trim, per lb.	6c ax

Animal Hair.

Market largely nominal.

Summer coil and field dried	1 1/2@1 1/4c
Winter coil, dried	2 1/2c
Processed, black, winter, per lb.	8 1/2@9c
Processed, grey, winter, per lb.	7 1/2@8c
Cattle switches, each	1 1/2@2 1/2c

*According to count.

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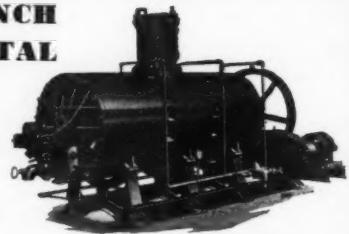
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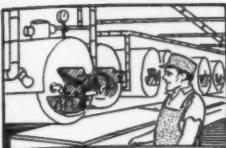
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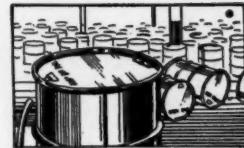
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Tallows and Greases

Weekly Market Review



TALLOW—A more active demand and a stronger market featured tallow at New York the past week. Extra advanced about $\frac{1}{4}$ c lb. It was estimated about 500,000 lbs. changed hands. Sales of extra at 7c delivered was followed by reports of business at 7 $\frac{1}{4}$ c delivered, equal to 7 $\frac{1}{2}$ c f.o.b. Reports were also current at New York of sales at 7 $\frac{1}{2}$ c delivered Chicago. Offerings were not large, and producers' ideas were firm.

South American No. 1 sold at 6 $\frac{1}{2}$ c c.i.f. New York to dealers or speculators, consumers not being inclined to take hold at that figure.

At New York, special was quoted at 6 $\frac{1}{2}$ @6 $\frac{1}{2}$ c; extra, 7@7 $\frac{1}{2}$ c f.o.b.; edible, 9 $\frac{1}{2}$ @9 $\frac{1}{2}$ c.

At Chicago the market was firm on tallow due to light offerings and the slight betterment in business. Prime packer sold at 7 $\frac{1}{2}$ c f.o.b. prompt; special, 7 $\frac{1}{4}$ c; edible, 9 $\frac{1}{2}$ @9 $\frac{1}{2}$ c; fancy, 7 $\frac{1}{2}$ @7 $\frac{1}{2}$ c; prime packer, 7 $\frac{1}{2}$ c; special, 7 $\frac{1}{4}$ c; No. 1, 6 $\frac{1}{2}$ @7c.

At the London tallow auction this week 426 casks were offered and 241 sold at prices 1@3s above previous sale. Mutton was quoted at 31s 6d@34s; beef, 30@35s; mixed, at 28s 6d@29s 9d.

At Liverpool, Argentine beef tallow was up 1s for the week. October shipment sold at 31s. Australian good mixed, October shipment at Liverpool, was up 3d for the week at 31s.

Tallow futures were moderately active and slightly better for the week, February selling at 7.35c.

STEARINE—Market was quiet but steady at New York. Oleo was quoted at 11 $\frac{1}{2}$ @11 $\frac{1}{4}$ c. At Chicago, market was steady and unchanged, with oleo quoted 11@11 $\frac{1}{2}$ c.

OLEO OIL—A fairly good demand and a slightly higher range featured market at New York. Extra was quoted at 13 $\frac{1}{4}$ @13 $\frac{1}{2}$ c; prime, 12 $\frac{1}{2}$ @13 $\frac{1}{2}$ c; lower grades, 12 $\frac{1}{2}$ @13c. At Chicago, demand was fair, and market very steady. Extra was quoted at 13c, up $\frac{1}{4}$ c for week.

(See page 38 for later markets.)

LARD OIL—Market was quiet and steady at New York. No. 1 was quoted at 10 $\frac{1}{2}$ c; No. 2, 10c; extra, 12 $\frac{1}{4}$ c; extra No. 1, 10 $\frac{1}{2}$ c; prime, 20 $\frac{1}{2}$ c; winter strained, 12 $\frac{1}{2}$ c; all barrels.

NEATSFOOT OIL—Interest appeared routine, but market was steady. Cold pressed was quoted at 16 $\frac{1}{2}$ c at New York; extra, 10 $\frac{1}{2}$ c; No. 1, 10 $\frac{1}{2}$ c; pure, 13 $\frac{1}{2}$ c.

GREASES—Grease market at New York strengthened considerably the past week. Yellow and house sold at

6 $\frac{1}{2}$ c delivered, $\frac{1}{2}$ @ $\frac{1}{4}$ c better than previous week. Offerings were rather limited, and demand appeared a little better. Firmness was traceable to strength in tallow and small grease offering pressure.

Large consumers were taking hold cautiously, but probably would have been larger buyers had greases been offered more freely. The mid-west reported No. 3 tallow, equal to about a house grease, had sold at 6 $\frac{1}{2}$ c.

At New York, yellow and house were quoted at 6 $\frac{1}{2}$ c delivered; A white, 6 $\frac{1}{2}$ @6 $\frac{1}{2}$ c; B white, 6 $\frac{1}{2}$ @6 $\frac{1}{2}$ c; choice white, 7 $\frac{1}{2}$ c f.o.b.

At Chicago, there was some betterment in demand for greases and market was firm. Sales were reported of choice white grease at 8c f.o.b. Chicago prompt, and of fancy yellow grease at 6 $\frac{1}{2}$ c c.a.f. Chicago prompt. At Chicago, brown was quoted at 5 $\frac{1}{2}$ @5 $\frac{1}{2}$ c; yellow, 6 $\frac{1}{2}$ @6 $\frac{1}{2}$ c; B white, 6 $\frac{1}{2}$ c; A white, 7 $\frac{1}{2}$ c; choice white, all hog, 8@8 $\frac{1}{4}$ c.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, OCTOBER 5, 1935.

	High.	Low.	Close.
Oct.			6.85b
Dec.			6.85@7.15
Jan.			6.95@7.25
Mar.			7.00@7.25

MONDAY, OCTOBER 7, 1935.

	High.	Low.	Close.
Oct.			6.85b
Dec.			6.90@7.20
Jan.			6.90@7.20
Mar.			7.00@7.25

TUESDAY, OCTOBER 8, 1935.

	High.	Low.	Close.
Oct.			6.95@7.20
Dec.			7.00@7.25
Jan.			7.00@7.25
Mar.			7.10@7.25

WEDNESDAY, OCTOBER 9, 1935.

	High.	Low.	Close.
Oct.			7.15b
Dec.			7.15@7.30
Jan.			7.20@7.30
Feb.	7.35	7.35	7.20@7.35
Mar.			7.20@7.40

THURSDAY, OCTOBER 10, 1935.

	High.	Low.	Close.
Oct.			7.15@7.25
Dec.	7.25	7.25	7.21@7.30
Jan.			7.22@7.35
Mar.			7.25@7.45

FRIDAY, OCTOBER 11, 1935.

	High.	Low.	Close.
Oct.			7.15b
Nov.			7.15@7.30
Jan.			7.30
Mar.			7.33@7.40

Sales 1 lot. Closing unchanged to higher.

AUGUST TALLOW IMPORTS

Beef and mutton tallow imported into United States, August, 1935:

	Lbs.
France	183,055
United Kingdom	728,208
Canada	622,973
Argentina	5,148,965
Brazil	2,348,079
Paraguay	596,865
Uruguay	2,999,279
Australia	1,521,475
New Zealand	1,977,001
Total	16,125,898
Total valuation, \$948,866.	

By-Product Processing

Renderers' Problems in the Production of Tallows, Greases, Feeds and Fertilizers

SOLVENT EXTRACTION

A meat packer looking into solvent methods of extracting grease from cracklings writes as follows:

Editor THE NATIONAL PROVISIONER:

Can you supply us with information regarding treating rendered residues with chemicals or solvents to extract moisture and grease? Are any experiments being carried out along these lines?

During the World War, when grease prices were high, there was considerable interest in solvent grease extraction by packers. One packer installed a solvent grease extraction system at that time, but later abandoned it. Another system is known to be in the plant of a Western renderer, but is not being used. When the price of grease was relatively low interest in the subject of solvent grease extraction died out. It may be revived as values improve.

One of the drawbacks of the system is that the product must be dry before good results can be obtained. Another is the fire hazard, and in some cases getting rid of the solvent odor and taste. Loss of solvent partly offsets any gains in grease yield obtained.

Manufacturers of solvent extraction methods have claimed a recovery of 9 $\frac{1}{2}$ per cent of the grease in cracklings. Whether this result is actually obtained in practice is not known. It is not believed that any experiments are being made in packing plants at the present time with solvent grease extraction systems.

FAT MARKETS IN FRANCE

(Special Report to The National Provisioner from Emmanuel Welfling and A. Bloch, 12 Rue Lamartine, Paris.)

Paris, September 30, 1935.—Lard market continued to rise due to a continuation of sales for export and quotation for choicest grades went up from 350 to 375 francs per 100 kilos in boxes of 25 kilos.

Tallow market strengthened further and Paris official quotation for acid melted tallow went up from 135 francs to 147.50 francs per 100 kilos naked. Fine toilet soapmaking tallow is now

quoted at 185 to 205 francs per 100 kilos, in barrels.

Edible tallow 210 to 225 francs per 100 kilos.

Extra beef premier jus, country make, 250 francs per 100 kilos.

Soapmaking grade groundnut went up to 300 francs per 100 kilos, naked. Edible grades of vegetable oils 360 to 400 francs according to quality. Copra oil 175 francs.

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, Oct. 9, 1935.

There has been hardly any trading in tankage and blood during the past week as buyers and sellers are not able to get together on price. Stocks of these materials are not very heavy but they are ample to meet the demand.

Unground dried menhaden fish scrap is sold at \$2.40 and 10c f.o.b. fish factories, Va., with last sale made at \$2.30 and 10c, just about as much as buyers are willing to pay at present.

Dry rendered tankage has advanced in price due to the good demand.

OLEO PRODUCTS EXPORTS

Exports of oleo oil, oleo stock and oleo stearine, August, 1935:

	Oleo	Oleo	Oleo
	oil, stock, stearine,	oil, lbs.	stearine, lbs.
Belgium	6,022	5,049	...
Denmark	55,385	61,451	...
France	...	28,164	...
Greece	16,200	...	...
Irish Free State	83,683	4,025	...
Netherlands	98,776	19,679	...
Norway	22,287	9,862	3,810
Sweden	9,574	160,291	...
Switzerland	16,112	3,551	...
United Kingdom	198,357	40,372	64,927
Mexico	14,074	520	...
Other	76	...	...
Total	520,446	302,075	100,926
Value	\$58,171	\$32,086	\$11,220

ANIMAL FATS EXPORTS

Exports of animal oils, August, 1935:

	Quantity.	Value.
	Ibs.	
Oleo oil	520,446	\$58,171
Oleo stock	302,075	32,086
Oleo stearine	100,926	11,220
Tallow	120,230	11,245
Other, inc. ined. tallow	1,000,073	72,735
Oleomargarine	10,016	1,258
Neutral lard	63,882	9,569
Lard	3,405,733	510,806
Grease stearine	65,358	5,236
Neatsfoot oil	80,645	10,737
Cooking fats, except lard	71,321	10,683
Gelatine	40,161	31,286
Oleic acid	22,037	1,693
Stearic acid	21,118	2,749

In addition to the above, 1,488,294 lbs. of lard and 1,052,318 lbs. of cooking fats other than lard were shipped to insular possessions, principally Porto Rico.

MAKING LARD COMPOUND

What products enter into the manufacture of compound? What proportion of each are used? "PORK PACKING," a new test book for the meat packer, published by The National Provisioner, gives this information.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammonium	
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: October, 1935, to June 30, 1936, inclusive	@ 24.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	nominal
Blood dried, 16% per unit	@ 2.75
Fish scrap, dried, 11% ammonia, 10% B. P. L., fish factory	2.40 & 10c
Fish meal, foreign, 11 1/4% ammonia, 10% B. P. L. c.i.f.	@ 36.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.25 & 50c
Soda nitrate, per net ton; bulk Oct. to Nov. inclusive	@ 23.50
in 200-lb. bags	@ 24.80
in 100-lb. bags	@ 25.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.75 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk	2.50 & 10c

Phosphates.

Foreign bone meal steamed, 3 and 50 bags, per ton, c.i.f.	@ 22.50
Bone meal, raw, 4% and 50 bags, per ton, c.i.f.	@ 24.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 8.00

Potash Salts.

Manure salt, 30% bulk, per ton	@ 14.40
Kainit, 20% bulk, per ton	@ 11.00
Muriate in bulk, per ton	@ 22.50
Sulphite in bags, per ton, basis 90%	@ 33.75

Dry Rendered Tankage.

50% unground	@ .75c
60% ground	@ .75c

COTTON OIL TRADING

COTTONSEED OIL — Spot oil demand at New York was fair and prices were steady with futures. Crude oil sold at 9 1/4c across the Belt. Sales were reported at one time at 9 3/4c in Texas, best level of season.

Market transactions at New York:

Friday, October 4, 1935.

Range		—Closing—		
Sales.	High.	Low.	Bid.	Asked.
Spot	...	...	a	...
Oct.	5	1057	1045	1057 a trad
Nov.	...	...	1045	1065
Dec.	19	1057	1045	1057 a trad
Jan.	20	1058	1042	1056 a trad
Feb.	...	...	1050	1070
Mar.	33	1063	1057	1060 a 1062
April	...	...	1060	1065
May	5	1058	1055	1066 a 1068

Saturday, October 5, 1935.

	Range	—Closing—		
Spot	...	a		
Oct.	3	1065	1062	1063 a 1066
Nov.	...	...	1060	1075
Dec.	45	1069	1063	1064 a 1066
Jan.	15	1066	1062	1066 a trad
Feb.	...	...	1065	1080
Mar.	27	1073	1067	1071 a trad
April	...	...	1070	1085
May	12	1077	1075	1077 a 76tr

Monday, October 7, 1935.

	Range	—Closing—		
Spot	...	a		
Oct.	15	1066	1064	1064 a 65tr
Nov.	...	...	1060	1080
Dec.	25	1067	1061	1067 a 65tr
Jan.	12	1067	1061	1064 a 1067
Feb.	...	...	1065	1080
Mar.	15	1070	1065	1070 a 1071
April	...	...	1070	1085
May	27	1079	1072	1077 a 1078

Tuesday, October 8, 1935.

	Range	—Closing—		
Spot	...	a		
Oct.	7	1064	1052	1052 a trad
Nov.	...	...	1045 a 1065	
Dec.	18	1071	1056	1055 a 1059
Jan.	13	1074	1056	1056 a trad
Feb.	...	...	1055 a 1070	
Mar.	61	1083	1063	1062 a 1065
April	...	...	1060 a 1075	
May	21	1087	1069	1069 a 1072

Wednesday, October 9, 1935.

	Range	—Closing—		
Spot	...	a		
Oct.	8	1055	1050	1050 a trad
Nov.	...	...	1045 a 1065	
Dec.	27	1060	1051	1054 a trad
Jan.	3	1060	1055	1052 a 1055
Feb.	...	...	1050 a 1065	
Mar.	24	1069	1058	1061 a trad
April	...	...	1060 a 1075	
May	8	1073	1063	1067 a 1068

Thursday, October 10, 1935.

	Range	—Closing—	
Oct.	1060	1060	1057 a 1063
Dec.	1065	1061	1061 a ...
Jan.	1066	1061	1061 a ...
Mar.	1072	1065	1068 a ...
May	1080	1075	1073 a 1075

(See page 38 for later markets.)

Watch the Classified Advertisements page for bargains in equipment.

ot oil de-
nd prices
Crude oil
t. Sales
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York:

5.
—Closing—
d. Asked
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56 a trad
50 a 1070
60 a 1062
60 a 1065
66 a 1068

35.

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60 a 1075
64 a 1066
66 a trad
65 a 1080
71 a trad
70 a 1085
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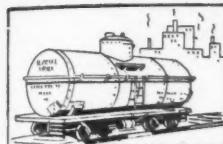
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Vegetable Oils

Weekly Market Review



Trade Active — Market Steady — Crude Firm — Cotton Estimate About as Expected — Ginnings Slow — Lard Irregular — Cash Trade Satisfactory.

Cottonseed oil futures market on the New York Produce Exchange experienced an active trade and a steady undertone the past week. Values backed and filled over a modest range, made small net gains. There was considerable buying and covering for a time on expectations of a smaller cotton crop estimate, reports of small ginnings and lack of material pressure of the new crop on the market.

An unsteady tone in lard served to hold bulges in check. Following issuance of the cotton crop estimate of 11,464,000 bales, a rather sharp setback occurred, as the figure was larger than the cotton trade has looked for. Subsequently a slump in cotton brought about profit taking and renewed professional selling in oil. The declines ran into commission house buying orders, and prices turned up moderately.

The oil market was reflecting supply and demand. Demand continues greater than the new crop movement to date, and with actual oil firm and sentiment favorably inclined in the main, prices respond quickly to speculative or trade absorption. Ginnings to October 1 were placed at 4,230,367 bales, against 4,962,384 bales the same time last year. The crop was estimated at 11,464,000 bales, against 9,443,000 bales last season. Slowness of ginnings were taken as indicating that the crop was late in some important areas, and that a frost might do considerable damage.

Increased Oil Production Indicated

The report could not be bearishly construed so far as oil is concerned. A cotton crop of the size estimated should produce a crop of oil of 2,725,000 to 2,765,000 bbls., compared with 2,429,000 bbls. last year, and a five-year average oil crush of 3,100,000 bbls.

The indicated increase in production over last year—about 300,000 bbls.—might be an important influence were it not for the fact that carryover at end of last season was 634,000 bbls. less than the previous season. This season's indicated total supplies, therefore, are around 3,992,000 bbls., compared with 4,300,000 bbls. last season.

With probable oil crush pretty well determined, the next important question is probable demands. With business showing some improvement and employment as good as at this time a

year ago, indications are that consuming demand will be as good as last season.

Higher prices will most likely attract foreign oils to this country. On the other hand, there is the serious situation in lard. Lard stocks are extremely small, and although there are prospects for some increase in the hog crop over the small figures of last year, all indications point to a smaller winter kill of hogs this year than last. The lard market, therefore, must necessarily continue comparatively light, and compound trade should benefit.

COCOANUT OIL—A moderate demand but firmer ideas of sellers made for a stronger tone in this quarter. At New York, spot oil was quoted around 4 1/2c; shipment oil, around 4 1/2c. Copra was quoted at 2 1/2c.

CORN OIL—Market at New York was quiet and more or less nominal at 9 1/2c.

SOYA BEAN OIL—Spot oil was quiet and quoted nominally; shipment oil, about 8c.

PALM OIL—Demand was moderate and market at New York was slightly steadier. Spot Nigre was quoted at 5c; shipment Nigre, 5c; soft oil, 4 1/2c; 12 1/2 per cent acid, 3 1/2c nominal; Sumatra oil, spot, 4 1/2c; shipment, 3.85c.

PALM KERNEL OIL—Trade was quiet at New York and market unchanged. German oil was quoted at 4 1/2c; other oils, 5c.

OLIVE OIL FOOTS—Difficulty in

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., October 10, 1935.

Liberal trading in crude oil past week, most directions at 9 1/2c lb. Also good demand for refined oil at advanced prices. Mills in West still unable to garner enough seed to operate due to lateness of crop and rainy weather followed by cold spell predicted for October 10 and 11. Numerous traders expect further rise in cotton oil values as price of foreign oils advances, thereby eliminating last year's competition from that source.

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, Oct. 9, 1935.—Refined cottonseed oil, 28s 3d; Egyptian crude cottonseed oil, 26s.

obtaining supplies from Greece, Italy and North Africa firmed up market at New York. Foots were quoted at 9 1/2c @10c. Higher insurance rates made for limited offerings.

RUBBERSEED OIL—Nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Trade was quiet at New York. Market 9 1/2c nominal.

MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., Oct. 9, 1935.

Cottonseed meal was only moderately active but higher on limited offerings. On the first call March sold at \$24.00 and from there to a high of \$25.00, which was also paid for May. Trading in December at \$23.50 was limited with \$24.00 bid at the close. The market held firm throughout the day with closing prices 50c to \$1.00 higher on May.

Cottonseed oil was quiet. While 10.20 was bid on December and January and 10.30 on March, on the 2nd call prices drifted lower in a quiet market in which closing prices were unchanged.

VEGETABLE OIL IMPORTS

Imports of vegetable oil and oil bearing materials in August, 1935:

Vegetable oils and seeds:	Quantity, lbs.	Value.
Copra (free)	21,660,156	\$ 481,615
Sesame seed	266,468	13,257
Peanut oil	2,375,713	100,114
Palm kernel oil	1,292,000	51,550
Sunflowerseed oil	3,325,821	212,717
Cottonseed oil	9,916,975	527,761

Inedible vegetable oils:

Cocoanut oil from Philippines	29,769,520	1,316,165
Palm oil	33,302,871	1,031,062
Soybean oil	259,739	12,588

VEGETABLE OIL EXPORTS

Exports during August, 1935:

	Lbs.	Value.
Cottonseed oil, refined	438,923	\$51,977
Cottonseed oil, crude	5,408	728
Corn oil	126,056	10,207
Cocoanut oil, incible	26,000	9,938
Cocoanut oil, incible	1,699,549	59,622
Cocoanut oil	256,640	17,019
Other expressed oils and fats, incible	104,621	6,909

In addition to the above, 49,908 lbs. of refined cottonseed oil went to Hawaii, Porto Rico and the Virgin Islands.

CAKE AND MEAL EXPORTS

Cottonseed meal exported from the United States in August, 1935, totaled 71 tons valued at \$2,173. No cottonseed cake was exported during August.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were steady during the latter part of the week with holiday evening up. Hogs were easier. Top was \$11.00 with commission houses and packers on both sides.

Cottonseed Oil

Cotton oil eased on September consumption report of 327,000 bbls. against 435,000 last year but met resting buying orders and recovered part of the loss. Total visible supply is 1,021,000 bbls. against 1,858,000 bbls. last year. Crude 9 1/4c sales.

Quotations on bleachable cottonseed oil Friday noon were: Oct., \$10.51@10.57; Nov., \$10.50@10.70; Dec., \$10.57@10.60; Jan., \$10.58; Mar., \$10.67; May, \$10.73.

Tallow

Tallow, extra, 7 1/4c lb. f.o.b.

Stearine

Stearine, 11 1/2@11 3/4c.

Friday's Lard Markets

New York, October 11, 1935.—Prices are for export; no tax: Lard, prime western, \$15.35@15.45; middle western, \$15.35@15.45 (including tax); city, unquoted; refined Continent, 14@14 1/4c; South American, 14 1/4@14 1/2c; Brazil kegs, 14 1/2@14 1/2c (no tax); compound, 12 1/4c in carlots.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Oct. 11, 1935, show exports from that country were as follows: To the United Kingdom, 76,978 quarters; to the Continent, 29,702 quarters. Exports the week ending Oct. 4 were: To England, 89,255 quarters; Continent, 1,095 quarters.

MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through port of New York during week ended October 11, totaled 47,500 lbs. of bacon and 334,795 lbs. of lard.

WATCH YOUR KILLING FATS

It is important that killing fats should go directly to the rendering kettle. "PORK PACKING," The National Provisioner's latest book, explains why and gives many other important details of lard rendering.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, October 10, 1935.

General provision market firm; very poor demand for hams, fair demand for lard.

Friday's prices were: Hams, American cut, 98s; hams, long cut, unquoted; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 61s; Wiltshires, unquoted; Cumblands, unquoted; Canadian Wiltshires, 88s; Canadian Cumblands, 74s; spot lard, 76s.

BRITISH PROVISION IMPORTS

Liverpool Provision Trade Association reported imports during Sept., 1935:

Bacon (including shoulders) cwt.....	9,845
Hams, cwt.....	25,007
Lard, ton.....	132

The approximate weekly consumption ex Liverpool stocks is given below:

Bacon, Hams, Lard, cwt., cwt., cwt.,			
September, 1935	2,331	4,869	...
August, 1935	3,110	5,669	49
September, 1934	1,609	4,774	234

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Oct. 11, 1935, with comparisons, are reported as follows:

PACKER HIDES.
Week ended Prev. Cor. week,
Oct. 11. week. 1934.

Spr. nat. str.,	15 1/2@16n	15	6@15 1/2n	10@10 1/2n
Hvy. nat. str.,	6@15 1/2	14 1/2@15	9 1/2@9 1/2	9 1/2@9 1/2
Hvy. Tex. str.,	@14 1/2	6@13 1/2b	9@9	9@9
Hvy. butt brnd'd str.,	@14 1/2	6@13 1/2b	9@9	9@9
Hvy. Col. str.,	@14	6@13b	9@8 1/2	9@8 1/2
Ex-light Tex. str.,	11 1/2@11 1/2	6@11b	6 1/2@7	7@7
Brnd'd. cows. 11 1/2@11 1/2	6@11b	6@6 1/2	6@6 1/2	6@6 1/2
Hvy. nat. cows. @14	6@12 1/2b	8@8	8@8	8@8
Lt. nat. cows. @12	6@11 1/2b	8@7	8@7	8@7
Nat. bulls. @10 1/2	6@10	6@6	6@6	6@6
Brnd'd. bulls. @9 1/2	6@9	6@5	6@5	6@5
Calfskins.	19@23	17 1/2@21 1/2	10 1/2@12 1/2	12@12 1/2
Hvy. pr. skins. @10 1/2	6@10 1/2	6@9 1/2	6@9 1/2	6@9 1/2
Kips, ov-wt. @12	6@12	6@13 1/2b	6@12 1/2	6@12 1/2
Kips, brnd'd. @13 1/2	6@13 1/2	6@12 1/2	6@12 1/2	6@12 1/2
Slunks, reg. @6 1/2	6@8 1/2	6@7 1/2	6@6 1/2	6@6 1/2
Slunks, hrs. 35@40	35@40	35@40	35@40	35@40

Light native, butt branded and Colorado steers to per lb. less than heavies.

CITY AND CHICAGO SMALL PACKERS.

Nat. all-wts. 11 1/2@11 1/2n	10 1/2@11n	6 1/2@7n
Brnd'd.	11 1/2@11 1/2n	10 1/2@10 1/2n
Nat. bulls.	9 1/2@10n	9@9 1/2
Brnd'd. bulls. 8 1/2@9n	8@8 1/2	6@6

Calfskins.	10@10	15@17 1/2b
Kips.	15@15 1/2	6@14 1/2
Slunks, reg. 75@85n	70@75n	35@45n
Slunks, hrs. 25@30n	25@30n	20@30n

Light calf.	11@11 1/2	6@10 1/2
Deacons.	70@85n	65@75n
Slunks, reg. 50@65n	45@65n	6@15n
Horsehides.	13.50@4.00	3.30@4.00

Kips.	11@11 1/2	6@10 1/2
Deacons.	70@85n	65@75n
Slunks, reg. 50@65n	45@65n	6@15n
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Slunks, reg. 50@65n	45@65n	6@15n
Horsehides.	13.50@4.00	3.30@4.00

Calfskins.	12@12 1/2	6@6 1/2
Kips.	11@11 1/2	6@10 1/2



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—Market active and sharply higher. After declining bids at a half-cent advance at the week's opening, at mid-week packers obtained a full cent advance on all native and branded steers, 1½c advance on heavy native cows, ¾c up for light cows, and ½c up for branded cows and bulls. Total movement was slightly over 100,000 hides, mostly Sept. but with a few Oct.

The market is going out firm, with last trading prices bid for all descriptions and packers not inclined to offer any more hides at the moment. An outside packer late this week obtained another ¼c advance on branded cows of Oct. take-off, although this bid is not yet available in the Chicago market. The market is undoubtedly strong, due to the closely sold up position of practically all hide markets. Packers also moved most of their Sept. calf and kipskins this week at sharp advances. Improved demand for leather is indicated and higher prices being obtained on most selections.

Two packers sold 11,000 native steers at 15½c. Late this week 1,200 extreme light native steers moved at 13c, with some asking higher.

Total of 13,500 butt branded steers were sold by all packers at 14½c, and 13,000 Colorados at 14c. Total of 6,500 heavy Texas steers brought 14½c, and one lot of 2,000 light Texas steers sold at 13¼c, all a cent over last week. Extreme light Texas quotable 11½@11¾c.

One packer sold 1,400 heavy native cows at 14c, mid-week; Association moved a car Sept.-Oct. at the week's opening at 13c. Total of 16,600 light native cows sold at 12c. Three packers sold 26,000 branded cows at 11½c; Association sold 1,000 Oct. same basis, and late this week an outside packer secured 11¾c.

Association sold 700 bulls early at 10c for natives and 9c branded. Later two packers sold 7,900 June forward native bulls at 10½c.

Early in the week an outside packer moved 2,000 Sept. native steers at 15c, 500 butt brands at 14c, and 700 Colorados at 13½c. Late this week another outside packer sold 11,000 Oct. hides at the full cent advance for all steers, 14c for heavy cows, 12c for light cows and 11¾c for branded cows.

SMALL PACKER HIDES—Chicago small packer all-weights quotable in a nominal way around 11½@11¾c for native steers and cows, branded ½c less. Sales of outside small packer lots reported at 11c, f.o.b. for good eastern stock and 11c, Chicago freight, for western hides; some ask up to 11½c.

PACIFIC COAST—Four sellers moved hides in the Pacific Coast market late last week at 11½c for steers and 9½c for cows, flat, f.o.b. shipping points. Mid-week, upwards of 40,000 more Sept. hides moved at 12c for steers and 9¾c for cows.

FOREIGN WET SALTED HIDES—Light trade in South American market. Late last week, 2,000 LaBlancas sold to Europe at 74½ pesos, equal to 12½c, c.i.f. New York, steady; also 2,000 reject steers at 68 pesos or 11½c. Early this week 8,000 Argentine frigorifico steers sold at 80 pesos, equal to 13½c, c.i.f. New York.

COUNTRY HIDES—Country market is firmer but buyers are slow to pay the advances asked and appear to show more interest in good outside small packer productions at these levels. All-weights sold at 9¾c, trimmed, selected, delivered, but 9½@9¾c now asked. Heavy steers and cows talked 8¾@9c but hard to buy under 9c. Buff weights generally held at 10c, selected, although some quote 9½@10c. Extremes sold early at 10c and later 10½c reported paid, with this figure asked. Bulls around 7@7½c, nom.; glues, 6½@6¾c, nom. All-weight branded last sold at 7½c, flat, with 7¾@8c talked.

CALFSKINS—Packers moved the bulk of their Sept. calfskins this week at prices 1½c over those obtained a month ago for August calf. One packer sold 9,000 Sept. calf, another packer 25,000, third packer 35,000 and fourth packer 10,000, all at 23c for northern point heavies 9½/15-lb., 22c for River point heavies, and 19c for lights under 9½-lb.

Chicago city calfskins also higher; half-car 8/10-lb. sold at 16c, or a cent up; a car 10/15-lb. moved at 19c, or 1½c advance. Outside cities, 8/15-lb., quoted around 17@17½c; mixed cities and countries, 15@15½c; straight countries, 12½@13c flat. Half-car Chicago city light calf and deacons sold at \$1.20, or 7½c up, in combination with the above 8/10-lb. calf.

KIPSKINS—Big packers also disposed of most of their Sept. kipskins at prices ¾@1½c over those obtained for Aug. skins. One packer sold 7,500 Sept. northern native kipskins early at 16c. Later another packer sold 7,500 Sept. production, at 16½c for northern natives, 15c for northern over-weights, and credited with selling brands at 13c. A third packer sold 16,000 Sept. northern native kips at 16½c, 5,000 southern natives at 15½c, and 4,300 Sept. branded kips at 13½c. Fourth packer sold 5,000 Sept. northern natives at 16½c and later 1,100 Sept. brands at 13½c.

Car Chicago city kipskins moved at 15½c, or a cent advance. Outside cities quoted around 15@15½c; mixed cities and countries, 13@13½c; straight countries, 11@11½c flat.

Couple packers sold Sept. production, about 15,000, regular slunks at 9c, or 7½c advance.

HORSEHIDES—Horsehides continue firm, with good city renderers with full manes and tails quoted in a range of \$3.75@4.00, top usually asked; mixed city and country lots around \$3.50@3.60.

SHEEPSKINS—Dry pelts very scarce and quoted around 16c last paid. Very good demand for shearlings, based on better demand for the finished product, and production very light. Last sales previous week were at 80c for No. 1's, 60c for No. 2's, and 40c for No. 3's or clips; one packer offering a car at \$1.00, 75c and 50c, while last week's seller has none to offer. Pickled skins fairly well sold up, with \$5.25 per doz. reported last paid for Sept. skins, although some quote in a range of \$5.00 @5.25, while others talk 25c higher. Packer lamb pelts firm at \$1.90@2.00 per cwt. live lamb, or \$1.50@1.65 each. Outside small packer lambs range \$1.10 @1.35, according to quality and weight.

New York

PACKER HIDES—One New York packer sold a car Sept. butt branded steers mid-week at 14½c, and a car Sept. Colorados at 14c, both a full cent higher, and offering a car Sept. native steers at 16c, a similar advance. Other Sept. hides were cleaned up earlier.

CALFSKINS—Calfskin market appears firm, with small advances paid. Collectors sold two cars, the 4-5's at \$1.15, 5-7's at \$1.35 and 7-9's at \$1.90. Packers sold 15,000 calf, 7-9's at \$2.05 and 9-12's at \$2.85.

N. Y. HIDE FUTURES PRICES

Saturday, Oct. 5, 1935—Close: Dec. 11.54 sale; Mar. 11.88 sale; June 12.19@12.23; Sept. 12.49n; sales 92 lots. Closing 17@18 higher.

Monday, Oct. 7, 1935—Close: Dec. 11.65 sale; Mar. 11.98 sale; June 12.33@12.35; Sept. 12.63n; sales 105 lots. Closing 10@14 higher.

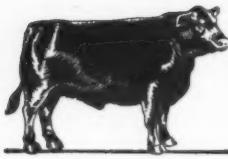
Tuesday, Oct. 8, 1935—Close: Dec. 11.65 sale; Mar. 11.99 sale; June 12.30@12.35; Sept. 12.60n; sales 72 lots. Closing 3 lower to 1 higher.

Wednesday, Oct. 9, 1935—Close: Dec. 11.87 sale; Mar. 12.21@12.22 sales; June 12.55n; Sept. 12.85n; sales 177 lots. Closing 22@25 higher.

Thursday, Oct. 10, 1935—Close: Dec. 11.92@11.93; Mar. 12.27 sale; June 12.58@12.62; Sept. 12.88n; sales 90 lots. Closing 3@6 higher.

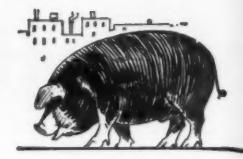
Friday, Oct. 11, 1935—Close: Dec. 11.96@11.97; Mar. 12.29@12.32; June 12.60@12.65; Sept. 12.90n; sales 75 lots. Closing 2@4 higher.

Saturday, Oct. 12, 1935—Holiday.



Live Stock Markets

Weekly Review



LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, October 10, 1935, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oil hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. It. (140-160 lbs.) gd-ch....	\$10.10@10.75	\$10.50@11.15	\$0.15@10.00	\$9.65@10.25	\$10.00@10.35
Medium.....	9.65@10.50	9.75@11.00	8.80@ 9.75	9.00@ 9.85	9.25@10.25
Lt. wt. (160-180 lbs.) gd-ch....	10.50@10.95	11.00@11.15	9.75@10.40	9.85@10.45	10.15@10.45
Medium.....	10.00@10.75	10.35@11.00	9.30@10.25	9.50@10.15	9.50@10.25
(180-200 lbs.) gd-ch....	10.75@11.10	11.00@11.15	10.25@10.50	10.15@10.60	10.25@10.45
Medium.....	10.40@10.80	10.40@11.00	9.65@10.25	9.85@10.25	9.50@10.25
Med. wt. (200-220 lbs.) gd-ch....	10.80@11.15	10.90@11.15	10.25@10.50	10.25@10.60	10.25@10.45
(220-250 lbs.) gd-ch....	10.80@11.15	10.85@11.10	10.10@10.50	10.35@10.60	10.25@10.45
Hvy. wt. (250-290 lbs.) gd-ch....	10.60@11.10	10.65@10.95	9.95@10.35	10.10@10.55	10.00@10.40
(290-350 lbs.) gd-ch....	10.35@11.00	10.25@10.75	9.50@10.10	9.85@10.25	9.75@10.15

PACKING SOWS:

(275-350 lbs.) good	9.65@10.00	9.60@10.00	8.85@ 9.00	9.00@ 9.25	8.95@ 9.15
(350-425 lbs.) good	9.50@ 9.75	9.40@ 9.90	8.70@ 8.90	8.85@ 9.10	8.90@ 9.00
(425-550 lbs.) good	9.25@ 9.65	9.25@ 9.75	8.60@ 8.75	8.60@ 8.90	8.75@ 8.95
(275-550 lbs.) medium	9.00@ 9.65	8.25@ 9.65	8.35@ 8.70	7.75@ 8.75	8.75@ 8.95

SLAUGHTER PIGS:

(100-140 lbs.) gd-ch....	9.25@10.35	9.50@10.75	.....	8.75@ 9.75	10.00@10.35
Medium.....	8.75@10.10	8.50@10.50	.....	7.50@ 9.25	9.25@10.00

Av. cost & wt. Wed. (pigs ex.) 10.47-263 lbs. 10.73-215 lbs. 9.57-260 lbs. 10.12-190 lbs.

Slaughter Cattle, Calves and Vealers:

STEERS:

(550-900 lbs.) choice	11.25@12.50	9.75@11.50	9.50@11.75	9.50@11.50	10.00@11.75
Good	9.25@12.00	8.25@10.75	8.75@11.00	8.00@10.75	8.50@11.00
Medium.....	7.50@ 9.75	6.75@ 8.50	6.75@ 9.00	6.50@ 9.00	8.75@ 8.75
Common.....	5.25@ 7.75	5.50@ 6.75	4.75@ 7.00	5.00@ 6.75	4.85@ 6.65

STEERS:

(900-1100 lbs.) choice	12.00@13.00	10.75@12.00	11.00@12.00	10.75@11.85	11.00@12.00
Good	9.75@12.50	8.25@11.00	9.00@11.25	9.00@10.75	8.75@11.00
Medium.....	7.75@10.25	6.75@ 8.50	7.00@ 9.25	6.75@ 9.00	6.50@ 8.75
Common.....	5.50@ 8.00	5.75@ 7.00	4.75@ 7.25	5.25@ 6.75	5.00@ 6.65

STEERS:

(1100-1300 lbs.) choice	12.50@13.25	11.00@12.00	11.25@12.25	10.75@11.85	11.00@12.00
Good	10.25@12.50	8.50@11.00	9.25@11.25	9.00@10.75	8.75@11.00
Medium.....	8.00@10.25	7.00@ 8.75	7.25@ 9.25	6.75@ 9.00	6.50@ 8.75

STEERS:

(1300-1500 lbs.) choice	12.50@13.25	11.00@12.00	11.25@12.25	10.75@11.85	10.75@11.75
Good	10.25@12.50	8.75@11.00	9.25@11.25	9.00@10.75	8.50@11.00

HEIFERS:

(550-750 lbs.) choice	10.75@11.75	9.25@10.25	9.50@10.50	8.50@10.50	9.75@10.75
Good	9.25@10.75	7.75@ 9.25	8.50@ 9.50	7.50@ 9.50	8.15@10.00
Com-med.....	5.00@ 9.25	4.00@ 7.75	4.50@ 8.75	4.50@ 7.50	4.35@ 8.35

HEIFERS:

(750-900 lbs.) gd-ch....	9.25@11.75	.....	8.75@11.00	7.50@10.60	8.35@10.75
Com-med.....	5.25@ 9.25	.....	4.50@ 8.75	4.50@ 7.50	4.50@ 8.35

COWS:

Good	5.50@ 6.75	5.25@ 6.50	5.50@ 6.25	5.35@ 6.00	5.00@ 6.00
Com-med.....	4.40@ 5.50	4.25@ 5.25	4.25@ 5.00	4.00@ 5.35	4.15@ 5.00
Low-cut-cut.....	3.50@ 4.40	2.75@ 4.25	3.50@ 4.25	2.75@ 4.00	3.00@ 4.25

BULLS: (Yrs. Ex.) (Beef)

Good	5.75@ 6.75	5.50@ 6.25	5.00@ 5.75	5.15@ 5.50	5.00@ 5.75
Cut-med.....	4.50@ 5.85	4.00@ 5.50	4.00@ 5.25	3.50@ 5.15	3.05@ 5.00

VEALERS:

Gd-ch.....	9.50@11.25	9.50@10.75	8.00@ 9.00	7.50@ 9.50	7.50@10.00
Medium.....	7.50@ 9.50	8.25@ 9.50	6.50@ 8.00	5.00@ 7.50	6.50@ 8.00
Cul-com.....	6.00@ 7.50	4.00@ 8.25	4.50@ 6.50	4.00@ 5.00	4.00@ 6.75

CALVES:

(250-500 lbs.) gd-ch....	7.00@10.50	6.50@ 9.25	6.50@ 9.00	6.00@ 8.00	6.50@ 9.50
Com-med.....	4.50@ 7.00	3.75@ 6.50	4.50@ 6.50	3.50@ 6.50	4.00@ 6.75

Slaughter Sheep and Lambs:

LAMBS:					
(90 lbs. down) gd-ch....	9.25@10.00	9.25@10.25	8.75@ 9.40	9.00@ 9.75	9.50@10.00
Com-med.....	7.00@ 9.35	6.00@ 9.50	7.00@ 8.75	6.50@ 9.00	7.00@ 9.50

YEARLING WETHERS:

(100-110 lbs.) gd-ch....	7.50@ 8.25	7.00@ 8.00	6.75@ 7.50	7.25@ 7.75	6.75@ 7.75
Medium.....	6.50@ 7.50	6.00@ 7.25	5.25@ 6.75	6.25@ 7.25	5.75@ 6.75

EWES:

(90-120 lbs.) gd-ch....	3.50@ 4.75	3.25@ 4.25	3.00@ 4.25	3.75@ 4.50	3.25@ 4.25
(120-150 lbs.) gd-ch....	3.00@ 4.50	2.75@ 4.00	2.75@ 4.00	3.50@ 4.50	3.00@ 4.25
(All wts.) com-med.....	2.50@ 3.50	2.00@ 3.25	1.75@ 3.00	2.25@ 3.75	1.75@ 3.25

*Quotations based on ewes and wethers.

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Iowa, Oct. 10, 1935.

Hog trading at 22 concentration points and 9 packing plants in Iowa and Minnesota was a little more active this week, but Thursday's decline erased all but 5@15¢ of the early advance. Late sales of good to choice 200 to 250 lb. truck deliveries, mostly \$10.10@10.40; few choice droves, up to \$10.55; long hauled deliveries, to \$10.60 or slightly above; bulk 180 to 200 lbs. and 250 to 270 lbs. truck lots, \$9.95@10.30; few choice, \$10.40@10.50; most 270 to 290 lbs., \$9.80@10.20; 290 to 350 lbs. \$9.45@10.00. Quality of light hogs was plain, but better grades of 160 to 180 lbs. brought \$9.50@10.20; 140 to 160 lbs., \$8.75@9.50; good light weight packing sows, \$8.70@9.15, few by rail \$8.25 or above; medium and heavies, \$8.15@9.00.

Receipts week ended Oct. 10, 1935:

	This week.	Last week.
Friday, October 4.....	4,500	7,000
Saturday, October 5.....	4,400	9,000
Monday, October 7.....	12,500	18,200
Tuesday, October 8.....	5,500	13,000
Wednesday, October 9.....	8,200	11,900
Thursday, October 10.....	10,100	7,000

Week ended Oct. 3, 1935:

	Butcher Steers.	Up to 1,050 lbs.
Week ended Oct. 3, 1935.	.....	.....
Toronto.....	\$ 0.75	\$ 0.35
Montreal.....	0.00	0.00
Winnipeg.....	0.00	0.00
Calgary.....	4.75	4.50
Edmonton.....	5.00	5.00
Prince Albert.....	3.25	3.50
Moose Jaw.....	4.75	3.95
Saskatoon.....	4.25	4.25

Week ended Oct. 3, 1934:

	Veal Calves.	
Toronto.....	\$ 9.00	\$ 9.00
Montreal.....	8.50	8.50
Winnipeg.....	6.50	6.50
Calgary.....	4.00	4.00
Edmonton.....	4.50	4.50
Prince Albert.....	3.50	3.75
Moose Jaw.....	5.50	5.00
Saskatoon.....	4.50	4.50

Week ended Oct. 3, 1935:

	Select Bacon Hogs.	
Toronto.....	\$ 0.65	\$ 0.50
Montreal.....	0.75	0.75
Winnipeg.....	8.75	8.75
Calgary.....	8.85	8.45
Edmonton.....	8.75	8.60
Prince Albert.....	8.35	8.10
Moose Jaw.....	8.50	8.25
Saskatoon.....	8.3	

RECEIPTS AT CHIEF CENTERS

Week ended Oct. 5, 1935:

At 20 markets—	Cattle.	Hogs.	Sheep.
Week ended Oct. 5.....	262,000	223,000	390,000
Previous week.....	285,000	213,000	428,000
*1934.....	344,000	393,000	718,000
1933.....	278,000	365,000	463,000
1932.....	245,000	452,000	483,000
1931.....	278,000	538,000	551,000

At 11 markets:	Hogs.
Week ended Oct. 5.....	164,000
Previous week.....	156,000
1934.....	324,000
1933.....	306,000
1932.....	367,000
1931.....	364,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Oct. 5.....	196,000	146,000	245,000
Previous week.....	204,000	124,000	245,000
*1934.....	283,000	281,000	575,000
1933.....	225,000	274,000	320,000
1932.....	192,000	302,000	305,000
1931.....	219,000	383,000	359,000

*Including government owned cattle.

PACIFIC COAST LIVESTOCK

Receipts five days ended Oct. 5, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles.....	5,038	1,288	1,826	3,787
San Francisco.....	1,379	47	3,050	1,600
Portland.....	3,550	415	3,250	3,625
DIRECTS—Los Angeles: Cattle, 96 cars; hogs, 45 cars; sheep, 92 cars. San Francisco: Cattle, 71 head; calves, 56 head; hogs, 1,450 head; sheep, 4,750 head.				

NEW YORK LIVESTOCK

Receipts week ended Oct. 5, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	4,703	8,700	4,136	28,314
Central Union.....	1,408	1,028	...	12,083
New York.....	406	2,887	14,146	9,957
Total.....	6,637	12,705	18,282	50,354
Previous week.....	6,433	12,121	16,916	58,579
Two weeks ago.....	6,379	14,081	18,585	50,221

SEPT. BUFFALO LIVESTOCK

Receipts and disposition of livestock, Buffalo, N. Y., for September, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts.....	20,793	21,291	17,630	90,095
Shipments.....	9,385	15,857	9,092	67,273
Local slaughter.....	10,967	5,393	7,952	21,604

LOSSES FROM BRUISES

Are your men posted on the abuses that cost money in handling live hogs? Have them read chapter 1 of "PORK PACKING," The National Provisioner's latest book.

HOG WEIGHTS AND COSTS

Average weight and cost of hogs, excluding processing tax, at 10 principal public markets, August, 1935:

Wt. Lbs.	Aug., 1935.	July, 1935.	Aug., 1934.
Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.
Chicago.....	260 \$10.78	262 \$9.40	250 \$5.89
East St. Louis.....	207 11.18	215 9.88	211 6.12
Kansas City.....	231 11.03	232 9.69	218 5.61
Omaha.....	267 10.47	259 9.21	246 5.17
Sioux City.....	267 10.35	270 9.15	253 5.15
St. St. Joseph.....	233 10.77	231 9.51	222 5.27
St. Paul.....	275 10.31	283 8.86	259 5.23
Denver.....	239 11.19	231 9.83	226 5.65
Fort Worth.....	203 10.84	208 9.51	205 5.92
Wichita.....	227 10.41	220 9.69	221 5.42

MORE CATTLE ON FEED

Information available at the beginning of October points to a material increase in the number of cattle to be fed for market during the late fall and winter feeding period this year over the small numbers fed a year earlier. It appears that the increase in feeding will be general both in the Corn Belt and in other areas where cattle are finished for market in considerable numbers. With supplies of hay and roughage, large and prices low in nearly all states, and with feed grain production much larger than last year and hog numbers greatly reduced, there is a

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

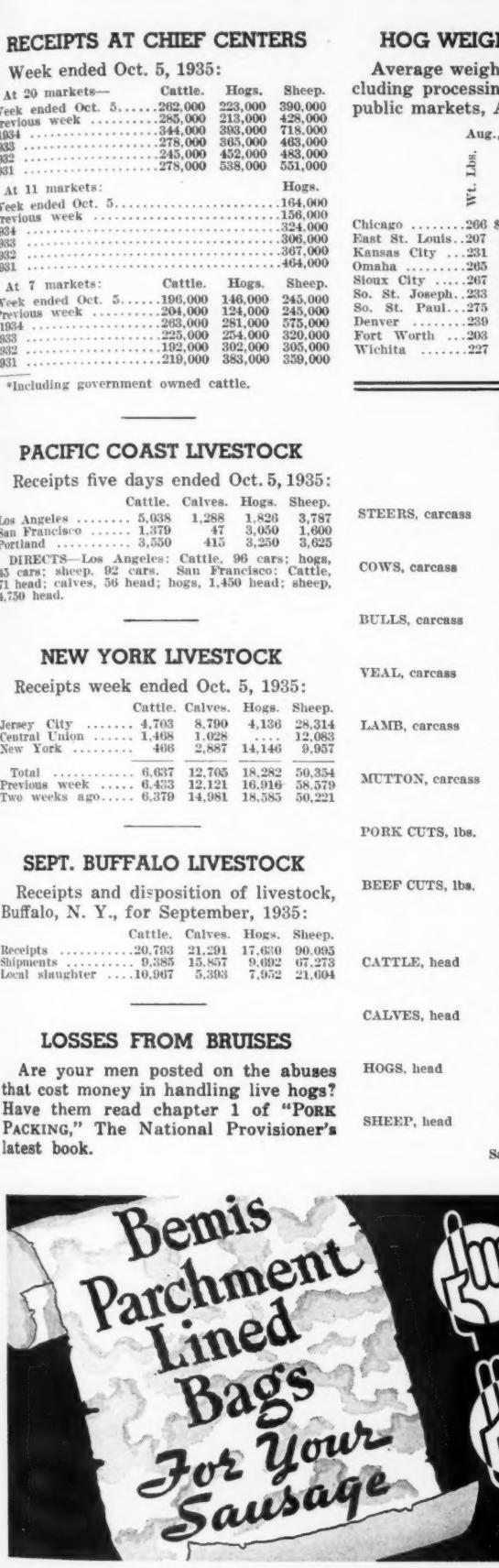
	NEW YORK.	PHILA.	BOSTON.	
STEERS, carcass	Week ending Oct. 5, 1935.....	10,125 1/4	2,100	1,957
	Week previous.....	9,579	2,428	2,176
	Same week year ago.....	11,898	2,782	2,355
COWS, carcass	Week ending Oct. 5, 1935.....	2,290	1,452	2,321
	Week previous.....	2,203	1,698	2,241
	Same week year ago.....	1,525	1,471	1,769
BULLS, carcass	Week ending Oct. 5, 1935.....	274	491	15
	Week previous.....	295	501	15
	Same week year ago.....	320	532	25
VEAL, carcass	Week ending Oct. 5, 1935.....	9,914	1,417	503
	Week previous.....	11,179	1,541	788
	Same week year ago.....	14,209	1,621	571
LAMB, carcass	Week ending Oct. 5, 1935.....	36,283	11,660	19,466
	Week previous.....	39,165	10,353	18,239
	Same week year ago.....	43,339	12,059	18,648
MUTTON, carcass	Week ending Oct. 5, 1935.....	2,582	487	619
	Week previous.....	2,521	398	254
	Same week year ago.....	2,009	763	839
PORK CUTS, lbs.	Week ending Oct. 5, 1935.....	1,021,751	349,837	175,199
	Week previous.....	1,165,086	336,266	136,713
	Same week year ago.....	1,339,909	387,697	205,238
BEEF CUTS, lbs.	Week ending Oct. 5, 1935.....	451,241	.....	.....
	Week previous.....	452,950	.....	.....
	Same week year ago.....	611,306	.....	.....

LOCAL SLAUGHTERS.

CATTLE, head	Week ending Oct. 5, 1935.....	8,515	2,324	.....
	Week previous.....	8,457	1,704	.....
	Same week year ago.....	7,616	2,902	.....
CALVES, head	Week ending Oct. 5, 1935.....	14,762	2,515	.....
	Week previous.....	14,861	2,528	.....
	Same week year ago.....	13,534	3,370	.....
HOGS, head	Week ending Oct. 5, 1935.....	35,546	11,601	.....
	Week previous.....	31,709	9,325	.....
	Same week year ago.....	44,250	15,193	.....
SHEEP, head	Week ending Oct. 5, 1935.....	65,700	5,838	.....
	Week previous.....	67,073	5,493
	Same week year ago.....	64,217	6,498

Week ending October 12, 1935

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widespread tendency to turn to cattle feeding to utilize available feed.

In the Eastern Corn Belt states where cattle feeding in the winter and spring of 1934-35 was reduced little, if any, a considerable increase is indicated for this year. Shipment of stocker and feeder cattle, inspected at stock yard markets, into this area during the three months, July to September this year, was about the largest on record for this period. These large shipments follow record large shipments during the first six months of this year, making a total for the nine months, January to September, the largest in the seventeen years for which records are available. The cattle bought in the first half of the year were largely for summer grazing to be fed out this coming winter, rather than cattle for immediate feeding.

In the Western Corn Belt states where cattle feeding in the winter of 1934-35 was greatly reduced as a result of the drought, a considerable increase in feeding in the winter of 1935-36 over a year earlier is indicated. This increase will be largest in the states west of the Missouri River and in Missouri where the 1934 drought was most severe. Since corn production this year in the states west of the Missouri River will be much below average, cattle feeding in these states this year, while much larger than last, is expected to be considerably below average. Shipments of stocker and feeder cattle, inspected at public stock yards into the Western Corn Belt states during the three months, July to September, were the smallest on record for these months. There has been, however, a very heavy movement of stocker and feeder cattle through large-scale auction markets in some of these states, as well as a heavy movement direct from cattle growing areas to feed lots in these states which did not go either through stock yards or auction markets.

Reports from the far western states indicate a considerable increase in cattle feeding this year over last in nearly all states. Feed supplies this year are generally abundant and low priced, and cattle feeding is being increased to

utilize the feed. A considerable increase in cattle feeding in Texas, at cotton seed oil mills and elsewhere, is reported as probable.

VOTE ON CORN-HOG PROGRAM

(Continued from page 16.)

in 1932 and 1933 if no program is put into effect.

"If a program is developed," he continued, "it should provide for expansion of hog production in 1936 in the interests of both consumers and producers, but it should contain safeguards which will prevent an excessive supply thereafter."

Before the referendum on October 26, county and community meetings of corn and hog producers will be held throughout the country.

SMALL CORN CROP ESTIMATED

Estimates by the U. S. Department of Agriculture indicate a probable 1935 corn crop of 2,213,000,000 bu., or 29,000,000 bu. more than the estimate of a month earlier. An increase of 836,000,000 bu. over the very small corn crop of last year is shown, but the estimate is 350,000,000 bu. below the five-year average. With the exception of last year's crop and the 2,000,000,000 yield in 1930, this year's production is the smallest since 1931.

In connection with estimates of feeding operation the remainder of this year and next, there should be taken into consideration the fact that farm stocks of old corn are probably the lowest on record for this time of year. Official estimate of corn on farms is 61,000,000 bu., compared with 267,000,000 a year ago, 318,000,000 two years ago, and 251,000,000 bu. in 1932. Present farm stocks represent only 5.5 per cent of last year's crop, whereas a year ago they were 13.1 per cent of the preceding year's production. Supply of corn available for the coming year—crop farm reserves and commercial stocks—totals 2,277,000,000 bu., compared with 1,708,000,000 bu. a year ago.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended Oct. 5, 1935.

CATTLE.

	Week ended Oct. 5.	Prev. week.	Cor. week.
Chicago	31,353	28,876	43,365
Kansas City	31,498	28,064	40,312
Omaha	17,111	15,967	41,124
East St. Louis	24,225	24,282	15,388
St. Joseph	8,384	9,947	13,454
Sioux City	9,185	9,184	19,301
Wichita	2,945	2,913	2,681
Fort Worth	10,143	9,948	10,143
Philadelphia	2,324	1,704	2,962
Indianapolis	1,680	1,470	1,434
New York & Jersey City	8,515	8,457	7,616
Oklahoma City	9,152	6,671	7,722
Cincinnati	4,706	3,307	5,628
Denver	5,066	4,687	9,574
St. Paul	13,319	12,387	15,845
Milwaukee	2,111	2,752	5,316
Total	181,731	168,426	231,912

HOGS.

Chicago	40,606	27,942	90,062
Kansas City	16,673	13,153	54,632
Omaha	12,074	10,075	21,427
East St. Louis	18,922	18,033	30,330
St. Joseph	9,705	8,116	26,273
Sioux City	9,088	7,895	13,722
Wichita	2,884	3,098	7,108
Fort Worth	3,277	4,140	...
Philadelphia	11,601	9,325	15,198
Indianapolis	6,516	5,533	9,131
New York & Jersey City	35,548	31,769	44,220
Oklahoma City	6,073	5,434	5,882
Cincinnati	8,398	8,202	13,808
Denver	2,701	2,379	7,361
St. Paul	10,415	11,213	28,446
Milwaukee	4,271	6,362	8,728
Total	205,908	173,800	376,862

SHEEP.

Chicago	51,064	50,108	105,566
Kansas City	18,036	14,659	114,972
Omaha	24,548	29,171	62,127
East St. Louis	10,053	9,980	6,171
St. Joseph	8,189	8,114	34,473
Sioux City	9,563	9,284	21,107
Wichita	4,420	3,775	6,067
Fort Worth	5,838	5,493	6,496
Philadelphia	3,904	2,660	1,494
Indianapolis	65,760	67,073	64,217
New York & Jersey City	8,832	1,163	7,194
Oklahoma City	4,558	4,665	1,862
Cincinnati	6,794	8,283	10,500
Denver	27,077	25,537	57,833
St. Paul	1,585	2,083	1,514
Total	242,672	244,498	496,129

U. S. INSPECTED HOG KILL

Kill at 8 points week ended Oct. 4, 1935:

	Week ended Oct. 4.	Prev. week.	Cor. week.
Chicago	41,409	31,762	107,057
Kansas City, Kans.	16,673	13,153	54,632
Omaha	12,374	10,951	25,422
St. Louis & East St. Louis	28,939	23,984	56,002
Sioux City	10,319	7,181	10,651
St. Joseph	10,380	10,021	20,331
St. Paul	21,892	14,513	37,737
N. Y., Newark and J. C.	33,647	29,321	42,385
Total	175,623	137,510	39,808

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HOGS—SHEEP—CALVES—CATTLE

H. L. SPARKS & CO.

National Stock Yards, Ill.—Phone East 6261
Mississippi Valley Stock Yds., St. Louis, Mo.

Phone Colfax 6900 or L. D. 299
Springfield, Mo.—Phone 3339

Order Buyer of Live Stock

L. H. McMURRAY

Indianapolis, Indiana

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, Oct. 5, 1935, as reported to The National Provisioner:

CHICAGO.

Cattle. Calves. Hogs. Sheep.

Armour and Co.	6,178	1,764	4,098
Swift & Co.	3,481	1,512	7,178
Morris & Co.	1,247	...	2,715
Wilson & Co.	4,121	...	2,305
Anglo-Amer. Prov. Co.	371	...	...
G. H. Hammond Co.	2,324	93	...
Shippers	16,711	6,043	7,874
Others	10,325	10,828	5,738

Brennan Packing Co., 983 hogs; Hygrade Food Products Corp., 821 hogs; Agar Pkg. Co., 2,914 hogs.

Total: 44,758 cattle; 6,333 calves; 24,958 hogs; 29,908 sheep.

Not including 3,306 cattle, 384 calves, 17,002 hogs and 29,033 sheep bought direct.

KANSAS CITY.

Cattle. Calves. Hogs. Sheep.

Armour and Co.	4,112	876	2,152	2,447
Cudahy Pkg. Co.	4,001	1,729	1,044	2,161
Morris & Co.	1,894	557	...	786
Swift & Co.	2,962	1,521	2,445	3,513
Wilson & Co.	3,287	1,462	834	3,185
Kornblum & Son.	822	...	...	...
Independent Pkg. Co.	...	114	5,944	...
Others	7,560	715	3,023	5,944

Total: 24,638 6,860 9,612 18,036

Not including 7,717 hogs received direct by packers through stockyards and at plants.

OMAHA.

Cattle. Calves. Hogs. Sheep.

Armour and Co.	3,530	2,378	2,331	...
Cudahy Pkg. Co.	4,888	2,740	3,022	...
Dold Pkg. Co.	862	1,718	...	...
Morris & Co.	1,777	1,899	275	...
Swift & Co.	4,430	2,137	3,707	...
Others	6,174	...	...	...

Eagle Pkg. Co., 8 cattle; Geo. Hoffman Pkg. Co., 57 cattle; Grt. Omaha Pkg. Co., 43 cattle; Lewis Pkg. Co., 409 cattle; Omaha Pkg. Co., 98 cattle; J. Roth & Sons, 40 cattle; So. Omaha Pkg. Co., 57 cattle; Lincoln Pkg. Co., 386 cattle; Sinclair Pkg. Co., 197 cattle; Wilson & Co., 178 cattle.

Total: 16,960 cattle and calves; 17,046 hogs and 10,235 sheep.

Not including 55 cattle and 12,139 sheep received direct by packers through stockyards.

EAST ST. LOUIS.

Cattle. Calves. Hogs. Sheep.

Armour and Co.	2,197	1,835	2,812	3,839
Swift & Co.	4,729	3,888	2,312	4,245
Morris & Co.	2,638	1,164	207	...
Hunter Pkg. Co.	1,794	1,877	1,522	880
Hell Pkg. Co.	...	716	...	...
Krey Pkg. Co.	...	1,183	...	...
Laclede Pkg. Co.	...	556	...	...
Shippers	10,252	5,120	11,129	4,953
Others	4,080	9,614	1,080	...

Total: 26,296 13,884 30,051 15,006

Not including 3,458 cattle, 3,088 calves, 18,133 hogs and 1,516 sheep bought direct.

ST. JOSEPH.

Cattle. Calves. Hogs. Sheep.

Swift & Co.	2,067	1,036	5,191	5,376
Armour and Co.	2,821	1,336	4,514	2,813
Others	1,769	177	1,538	1,869

Total: 7,287 2,540 11,243 10,058

SIOUX CITY.

Cattle. Calves. Hogs. Sheep.

Cudahy Pkg. Co.	3,045	282	3,737	3,067
Armour and Co.	2,056	312	3,770	2,752
Swift & Co.	2,627	268	2,160	3,674
Shippers	3,722	127	1,192	580
Others	269	30	10	70

Total: 11,719 1,020 10,878 10,143

ST. PAUL.

Cattle. Calves. Hogs. Sheep.

Armour and Co.	3,745	2,435	6,501	10,468
Cudahy Pkg. Co.	1,392	1,118	...	...
Swift & Co.	5,920	4,094	9,014	16,600
United Pkg. Co.	2,262	333	...	...

Others: 2,795 23 2,483 4,777

Total: 16,114 8,003 18,898 31,854

Not including 28 cattle received direct by packers through stockyards.

MILWAUKEE.

Cattle. Calves. Hogs. Sheep.

Plankinton Pkg. Co.	2,179	3,540	7,294	1,970
U. D. B. Co., N. Y.	36	...	...	...
Bimber-Harrison	...	533	25	25
R. Gunz & Co.	63	25	...	...
Armour and Co., Mil.	893	1,789	...	...
N. Y. B. D. M. Co.	49	...	...	...
Shippers	245	66	11	183
Others	696	549	16	300

Total: 4,152 5,969 7,854 2,568

OKLAHOMA CITY.

Cattle. Calves. Hogs. Sheep.

Armour and Co.	3,098	1,293	2,804	383
Wilson & Co.	2,971	1,334	2,663	427
Others	411	19	387	32

Total: 6,480 2,646 5,854 832
Not including 26 cattle and 210 hogs bought direct.

WICHITA.

Cattle. Calves. Hogs. Sheep.

Cudahy Pkg. Co.	1,346	468	1,369	429
Jacob Dold Pkg. Co.	451	135	904	19
Wichita D. B. Co.	22	...	...	...
Dunn-Ostertag	145	...	...	...
F. W. Dold & Sons	153	...	277	1
Sunflower Pkg. Co.	65	...	51	...

Total: 2,182 603 2,601 449
Not including 190 cattle and 1,513 hogs received direct by packers through stockyards.

FORT WORTH.

Cattle. Calves. Hogs. Sheep.

Armour and Co.	4,826	3,265	1,348	1,759
Swift & Co.	4,870	3,438	1,649	2,663
B. Bonnett	121	19	112	...
Superior Pkg. Co.	79	14	...	...
Rosenthal Pkg. Co.	247	29	168	...

Total: 10,143 6,765 3,277 4,422
Not including 190 cattle and 1,513 hogs received direct by packers through stockyards.

DENVER.

Cattle. Calves. Hogs. Sheep.

Armour and Co.	1,783	198	782	20,854
Swift & Co.	1,544	179	1,084	20,116
Shippers	...	471	...	...
Others	2,433	410	933	16,143

Total: 5,700 787 3,270 57,113
Not including 190 cattle and 1,513 hogs received direct by packers through stockyards.

INDIANAPOLIS.

Cattle. Calves. Hogs. Sheep.

Kingan & Co.	1,679	714	5,873	3,856
Hilgemeyer Bros.	5	...	568	...
Stumpf Bros.	...	...	76	...
Meier Pkg. Co.	89	7	130	...
Indiana Pkg. Co.	64	23	62	33
Schussler Pkg. Co.	19	74	181	...
Art Wabnitz	2	49	61	...
Maass Hartman Co.	49	13	10,250	...
Shippers	3,292	1,806	17,927	3,423
Others	1,535	32	113	833

Total: 7,604 2,903 26,581 8,206
Cattle. Calves. Hogs. Sheep.

CINCINNATI.

Cattle. Calves. Hogs. Sheep.

S. W. Gall & Son	...	...	590	...
Edel Pkg. Co.	33	...	331	...
E. Kahn's Sons Co.	1,447	387	4,251	3,617
Lohrey Pkg. Co.	4	...	124	...
H. H. Meyer Pkg. Co.	25	...	2,364	...
J. Schlachter & So	244	207	...	138
J. & F. Schrot Pkg. Co.	19	...	1,464	...
J. F. Stegner & Co.	500	180	...	54
Shippers	721	...	3,256	2,321
Others	1,785	931	326	678

Total: 4,778 1,714 12,116 6,798
Cattle. Hogs. Sheep.

RECAPITULATION.

Recapitulation of packers' purchases by markets.

CATTLE.

Week ended Oct. 5.

Cor. week.

Chicago	44,758	42,980	50,476	...
Kansas City	24,638	22,731	28,331	...
Omaha	16,960	15,684	25,353	...
East St. Louis	26,206	28,606	22,123	...
St. Joseph	7,287	5,987	11,827	...
Sioux City	11,119	11,325	14,844	...
Oklahoma City	6,480	4,309	4,975	...
Wichita	2,182	2,147	1,823	...
Ft. Worth	10,143	9,948

Chicago

4,012

10,683

23,956

...

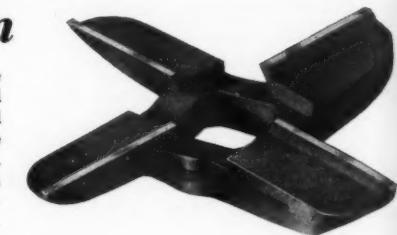
Kansas City	17,049	16,699	32,390

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See this Equipment in Booth 10 IAMP Convention

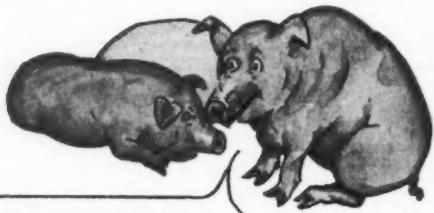


The O. K. Knife with changeable Double Edged blades, for twenty years a standard equipment with all the large packers and most of the leading sausagemakers in the country now have proved their superiority. The New C. D. Cut-more changeable blades fit in all O. K. Holders. The C. D. Cut-more solid knives are guaranteed to outlast any other make or style of knives.

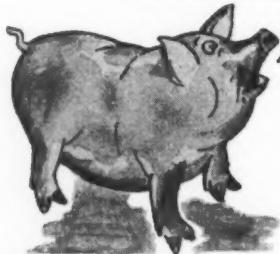


the O. K. and C. D. CUT-MORE BLADES and C. D. ANGLE - HOLE REVERSIBLE PLATES.

The Specialty Mfrs. Sales Co., 2021 Grace St., Chicago, Ill.



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PACKERS' CONVENTION...
WE'LL HAVE ANOTHER WEEK TO
LIVE TILL THE MEN AT THE
PACKING PLANT GET BACK!



YES, BUT AFTER THAT
VISIT AT STANGE'S
HEADQUARTERS THEY'LL
BE FULL OF NEW IDEAS
FOR MAKING BETTER MEAT
PRODUCTS...
AND THAT MEANS
THEY'LL PRACTICE
ON US!

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*Quicker collection
of Chicago items*
USE
"The Bank at the Yards"

The
LIVE STOCK
NATIONAL
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**RESOURCES OVER
TWENTY MILLION DOLLARS**

* THE CASING HOUSE * Extends to

Members and Friends of the I. A. M. P. a cordial invitation to visit
SUITE 511-514, DRAKE HOTEL which will serve as Social
quarters during the

Convention...

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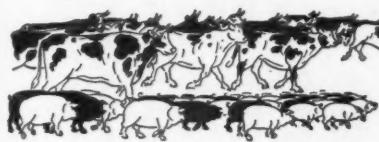
BERTH. LEVI & CO., INC.
ESTABLISHED 1863

NEW YORK
BUENOS AIRES

CHICAGO
HAMBURG

LONDON
WELLINGTON

Up and down the




MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, Oct. 12, 1895.)

Hogs were plentiful and low in price and provision markets very slow. Instead of decreased hog runs anticipated, fully 100,000 more hogs were received for the week than in the same period a year earlier, and they averaged 7 lbs. heavier. Demand was characterized as slower than during some of the dullest weeks "in this dullest year the provision trade has ever known."

Prices at Chicago: Prime steam lard, 5¢@6¢ lb.; neutral, 7@7½¢; compound, 4½¢. Fresh pork loins, 7½¢; hams, 10/12 avg., 9¢; shoulders, 6½¢. At New York: choice native steers, on foot, \$4.70@5.40; choice live lambs, 4½@4½; live hogs, \$5.10@5.25; choice dressed beef carcasses, 8½@9¢; dressed hogs, 6½@6½¢.

Among packer advertisers in THE NATIONAL PROVISIONER (40 years ago) were Rohe & Bro.; Nelson Morris & Co.; Armour and Company; John P. Squire & Co.; Cudahy Packing Co.; Swift and Company; North Packing & Provision Co.; United Dressed Beef Co.; Kingan Provision Co.; Anglo-American Provision Co.; G. H. Hammond Co.

Equipment and other advertisers included Enterprise Mfg. Co., and John E. Smith & Sons, sausage equipment; V. D. Anderson Co., fertilizer dryers; Paterson Parchment Paper Co., vegetable parchment; Berth, Levi & Co., and S. Oppenheimer & Co., casings; N. Y. Butchers Calfskin Association; H. C. Zauh, New York, and P. G. Gray, Boston, brokers.

One of the pleasantest men to meet was Isaac Blumenthal, president of the United Dressed Beef Co. He was often told that his company owns the "world's model abattoir."

Armour Packing Co. opened a handsome market at Pensacola, Fla.

MEAT PACKING 25 YEARS AGO

(From The National Provisioner, Oct. 15, 1910.)

Packers met complaints on weights of wrapped meats, weighing of skewers, backsets, etc., by attaching the following notice to invoices: "Meat wrappings, lard tins, backsets and skewers included in this sale, and charged for. Packaged meats and poultry, including wrappers, are weighed when packed, and constitute the subject of this sale.

No allowance made for evaporation of moisture due to refrigeration or climatic changes."

Government meat regulation prohibited labeling as "meat extract" or "beef extract" of anything not made from fresh meat or fresh beef. Extracts made from cured meats must be labeled "cured meat extract," from liver "liver extract," etc. Extracts made from curing pickle were prohibited.

Packers purchases of hogs at Chicago for the week ended Oct. 8, 1910, totalled 69,200 head. Hogs averaged \$8.55 for the week. Chicago hog buying for the year was half a million head below the previous year to date.

Native steer hides sold for 15½ f.o.b. Chicago; Chicago city calfskins, 15¢.

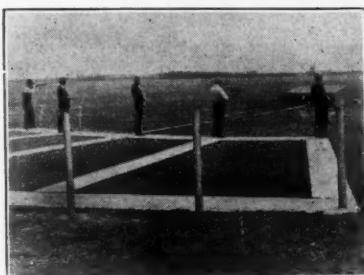
Emmett Nuckolls, president and founder of the Nuckolls Packing Co., Pueblo, Col., passed away on October 12. He was succeeded as president by his son, G. Harvey Nuckolls.

Brecht Company, St. Louis, Mo., began the manufacture of refrigerating equipment.

John E. Smith's Sons Co. shipped one of their latest sanitary sausage meat cutters to a customer in Egypt.

Sam Stretch, the spice man, was the first arrival for the 5th annual packers' convention at Chicago.

The name of the late Philip D. Armour was placed in the Illinois Hall of Fame.



SHARPENING THE EYESIGHT.

Packinghouse workers need good eyesight in handling perishable products. Here is a group of Hormel workers keeping their eyes trim with a Sunday trap-shoot at the Hormel traps at Austin, Minn. Left to right: Charles Nelson, beef killing department; Joe Chrz and Paul Ziegelmair, rendering; Irving Maile, stock food; Tom Olson, rendering.

CHICAGO NEWS OF TODAY

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 27,740 cattle, 5,540 calves, 16,132 hogs and 29,565 sheep.

World's series baseball brought many packinghouse men to Chicago, foremost among whom was George A. Hormel, chairman of the board, Geo. A. Hormel & Co., who came all the way from Los Angeles for the series. He had John W. Hall as his guest at the games, and these two cronies had a grand time rooting for their favorites.

Among out-of-town packers who attended world's series games in Chicago last week-end were Frank A. Hunter, president, Hunter Packing Co., East St. Louis, Ill.; Frank Kohrs, president, Kohrs Packing Co., Davenport, Ia.; R. A. Rath, secretary, Rath Packing Co., Waterloo, Ia., and Robert Johnson, vice president, Oscar Mayer & Co., Madison, Wis.

P. Hicks Cadle, executive vice president, A. C. Legg Packing Co., Birmingham, Ala., was in Chicago for the world's series, bringing with him J. H. Rosenberger, prominent Birmingham citizen and good fellow.

P. E. Tovrea, president, Tovrea Packing Co., Phoenix, Ariz., was a Chicago visitor this week, en route to the East on business connected with his company. He will return in time for the packers' convention, at which he is to make a very interesting talk on modern methods of beef dressing, illustrated with moving pictures taken in his plant.

J. M. McCaughna, former sales manager Virden Packing Co., San Francisco, and recently a member of the Wilson & Co. sales organization, returned this week to the Pacific Coast to reestablish his family there.

A. J. Little, retired Armour veteran who was manager of the Armour wholesale market at Chicago for so many years, is recuperating from a recent serious eye trouble and is much improved in health.

Jim Keating, former Board of Trade lard inspector, was visiting his friends in the trade this week. Jim is 84 and going strong. He has probably handled more lard than any man, "living or dead," as John Hall would say.

W. D. Priel, well-known packinghouse executive and recently manager of Hygrade Food Products Corp., Chicago,

Why

You Should Use **SWIFT'S**
ATLAS GELATIN

• **PURE**

Meets all state and federal pure food regulations.

• **HIGH TEST**

... Because of this high jelly strength, it is economical to use.

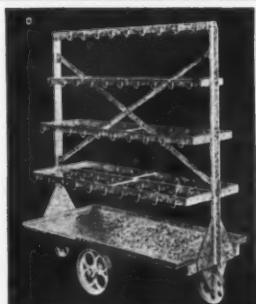
• **TASTELESS**

So that the true meat flavor is not obscured.

• **TRANSPARENT**

so the meats can look their very best.

SWIFT & COMPANY General Offices: CHICAGO



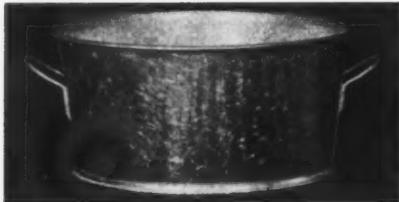
Pat. applied for
Fig. 1096 - "Hallowell"
Liver Truck

"HALLOWELL"
PACKING PLANT
EQUIPMENT

Incorporates every up-to-date improvement: is perfectly sanitary and so sturdy and strong it will outwear other makes. Furnished heavily galvanized or of Monel Metal, as preferred.

Write for BULLETIN 482 covering our complete line of "HALLOWELL" Packing Plant Equipment.

**STANDARD
PRESSED STEEL CO.**
Jenkintown, Pa.
Box 550



PACKINGHOUSE TUBS

Hot galvanized after fabrication. Made in six sizes, ranging in capacity from 50 to 175 pounds. Write for our catalog No. 12, giving complete information.

DUBUQUE STEEL PRODUCTS CO. Dubuque, Iowa

Trimming Tubs
Sausage Tubs
Packinghouse Buckets
Sausage Boxes and Dollies
Sausage Trucks
Delivery Baskets
Monel Metal Pans
Steel Drums
Offal Racks and Trays
Meat Trucks
Offal Trees

We Originate—Others Imitate

STOCKINETTE

BAGS and TUBING FOR BEEF—LAMB
HAM—SHEEP—PIGS—CUTS
CALVES—FRANKS—Etc.



Calf Bag

E.S. HALSTED & CO., Inc.

64 PEARL ST. NEW YORK CITY
Joseph Wahlman, (Formerly with Armour & Company) Dept. Mgr.

Makers of Quality Bags Since 1876

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS
PHILADELPHIA

**PROVISION
BROKER**

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange

UNITED DRESSED BEEF COMPANY
J. J. HARRINGTON & COMPANY
City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils
Stearine
Tallow

Stock Foods
Calf Heads
Cracklings

Pulled Wool
Pickled Skins
Packer Hides

Calf Skins
Horns
Cattle Switches

Selected Beef and Sheep Casings

43rd & 44th Streets
First Ave. and East River

NEW YORK CITY

Telephone
Murray Hill 4-2900

is taking an extended vacation touring on the West Coast.

Victor H. Munnecke, vice president, P. Brennan Co., has been chosen foreman of the October Cook County grand jury.

Robert Scott, sales manager, Home Packing & Ice Co., Terre Haute, Ind., was a visitor to Chicago this week.

Chester G. Newcomb, vice president, Lake Erie Provision Co., Cleveland, O., was a visitor in Chicago this week.

NEW YORK NEWS NOTES

District manager T. E. Ray, Swift & Company, spent several days in Chicago last week.

L. B. Dodd, dressed beef department, F. W. Specht, assistant general sales manager, and John Milton, advertising department, Armour and Company, Chicago, were in New York last week.

H. H. Brownrigg, superintendent, Wilson & Co., Sao Paulo, Brazil, returned to South America last week on board the s.s. Western Prince, after spending some time at Chicago and visiting at the New York plant.

Vice president W. J. Cawley; E. H. Branding, hotel and restaurant department; Leo Bartenstein, engineering; Thomas Freeman, legal department, and George A. Blair, general traffic manager, Wilson & Co., Chicago, were in New York last week.

H. C. Bohack Co., Inc., operators of more than seven hundred food markets, many of which handle meat products, located throughout Brooklyn and Long Island, recently opened two new complete food markets at 3609, 164th st., Flushing, and 91-13 Jamaica ave., Jamaica.

Visitors to New York last week included W. D. Hoffman, comptroller, Wilson & Co., Chicago; Jack Lindsay, casing department, Wilson & Co., Philadelphia, and J. J. McMullen, sausage department, Boston.

Meyer Kleeblatt, beef department, Wilson & Co., Harlem branch, and well-known in meat circles, was stricken suddenly on October 8 and removed to the Gotham Hospital where he was operated on immediately. He has the best wishes of his many friends for a speedy recovery.

W. F. Pratt, son of F. W. Pratt, New York district office, Wilson & Co., sailed October 4 for Antwerp to further his musical education. The younger Mr. Pratt is well-known for his voice as well as for his splendid carillon renditions at St. Thomas' church, New York.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended October 5, 1935, were as follows: Meat—Brooklyn, 44 lbs.; Manhattan, 545 lbs.; Queens, 5 lbs.; Total, 594 lbs. Poultry—Manhattan, 75 lbs.; Queens, 7 lbs.; Total, 82 lbs.

COUNTRYWIDE NEWS NOTES

Walter Macfarlane, one of the best-known sales executives in the industry, passed away at Grace hospital, Detroit, Mich., on October 1 after an illness which lasted for almost a year. He was born in Arthur, Ont., in 1874, and had been a resident of Detroit for half a century. His packinghouse service was with the Sullivan Packing Co., which he served for 25 years, and where he was sales manager for many years.

David R. C. Smith, for 33 years head of the beef department at the Omaha plant of Swift & Company, retired on October 5 after 43 years service with the company. He was one of the best judges of beef in the trade. On the occasion of his retirement he was given a dinner, and presented with a testimonial signed by his associates from coast to coast, with other evidences of their

friendship. Born in Scotland in 1870, he came to this country at the age of eighteen, and started with Swift at Omaha in 1892. He will continue to make Omaha his home.

N. Auth Provision Co., Washington, D. C., has reorganized with new management as follows: President, John N. Auth; general manager, Wm. F. DuBois; treasurer, F. K. Taylor; secretary, Henry J. Auth; chairman of the board, Elliott Balestier, jr. The company is entering on a program of plant modernization to include power plant



remodeling, substituting oil for coal, new fleet of 10 refrigerated trucks and a modernized system of merchandising, with new products and new displays.

Chas. F. Kamrath, who is directing operations of the Idaho Meat Producers, Inc., and building their new packing plant at Caldwell, Ida., reports that prospects are much brighter in that section of the country than in some others. He regrets that he is too busy to get away for the packers' convention.

A. F. Versen, secretary, St. Louis Meat Packers' Association, was one of those in attendance at the recent corn-hog program hearing at Washington, representing the interests of St. Louis packers in opposing continuance of the hog reduction program and the hog processing tax.

David Isecovitz, former head of the Berks Abattoir, Reading, Pa., is now engaged in the hide business, with headquarters at Reading.

Wm. B. Margerum, president, National Association of Retail Meat Dealers, recently returned to Philadelphia from a 7-weeks' trip through the Panama canal, accompanied by his daughter.

Herbert Pfeifer, of Henry Pfeifer, Inc., Newark, N. J., is recovering from an attack of pneumonia, and will soon be on the job again as good as ever.

H. O. Hoss, president, Handschuhmacher & Co., Inc., Boston, Mass., is starting this week for a vacation motor trip through the South.

C. F. Christy, parchment sales division, Kalamazoo Vegetable Parchment Co., Parchment, Mich., is slowly recovering from an injury sustained several weeks ago. He is now on crutches and the knee, which was badly injured, is coming along nicely.



HOT TIME AT THE EVERHOT PLANT INAUGURAL.

New home of the Everhot Manufacturing Co., Maywood, Ill., was formally opened on Saturday, October 5, with a reception and dance which was attended by several hundred business acquaintances and friends of president A. C. Flothow. Neither world series baseball nor football could keep them away. It resembled a carnival, everyone wearing novelty hats and equipped with paper streamers, confetti and noise makers. Quality sausage branded by Everhot was a piece de resistance of the refreshment menu, and there was dancing until midnight.

The new Everhot plant is the last word in mechanical up-to-dateness for manufacturing the equipment made by this company for the meat industry, including the famous Everhot branders for both fresh and smoked meats.



For the Retail Meat Dealer



WHY NOT SELL Dog Food?

● Quality Product Made by

Meat Packer Adds to Dealer's Volume and Profits

Dogs eat too!

A large proportion of customers in the retail meat store are dog owners and potential buyers of canned dog food. Many meat dealers have found a steady profit in selling this related product.

Interest in better feeding and care of dogs has just been aroused by National Dog Week, which was held from September 22 to 28. Dealers who do not carry canned dog food will find this a good time to stock it, and those who already sell it have an opportunity to push their sales.

Selling Dog Food

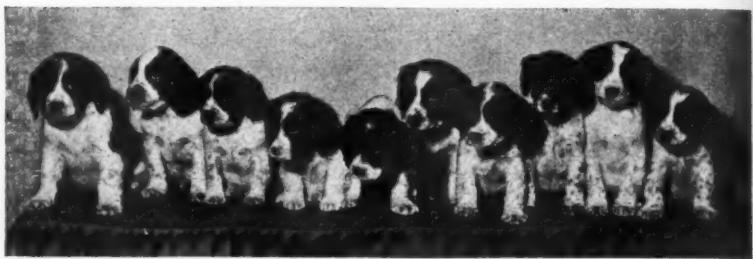
Selling food for dogs isn't such a hard job. The dog-owner cares a lot for his pet. He or she—nine times out of ten—is an enthusiast and likes to talk about dogs, see dog pictures, read dog stories and learn how to keep dogs healthy and well-fed. With such receptive customers a corner, side wall or floor display of canned dog food, coupled with a large dog picture, model or real dog to draw attention, is very effective. One retailer used a window display, housing several live puppies within an enclosure of dog food cans.

Some retailers stage neighborhood dog shows which are immensely popular, especially among children. Essay contests on dogs or dog foods have also been successful and make a good advertisement for the product. Whenever community dog shows are being held the dealer can take advantage of current interest in dogs by tie-up displays and advertising.

Advertise Quality Foods

An advertising appeal can be made to most dog-owners by stressing the fact that a large proportion of dog disorders are caused by incorrect diet. Good quality canned dog food cannot cause such trouble and will keep the dog in healthy condition.

Many retail meat dealers have found it desirable to keep their dog food displays away from the rest of the store's meat stock. This is to meet possible customer objections, but it also brings the product out into the open where it



ONE WAY TO BUILD UP STORE SALES

is easy to examine and buy. This is in line with modern practice in handling canned goods, which makes it easy for the customer to find, examine and even serve herself from canned goods displays and counters.

Most dog foods on the market have been extensively advertised by their makers. They are manufactured by many of the packers from whom the retailer buys his meat supplies. Packer salesmen are ready to aid the dealer in advertising, displaying and selling the product. With their assistance the dealer can build up this business to where it takes little sales time but yields much volume.

A Profitable Item

Dog food, if properly merchandised, can be one of the most profitable related items handled in the meat store. Dogs keep on eating week after week and if the dealer stocks a food that is scientifically made and appealing to the dog he can expect that its owner will continue to buy regularly. And products with a good and regular demand increase the store's volume, spread the overhead cost more thinly and lead to increased profits.

BETTER MEAT COOKERY

"Although the use of meat antedates the advent of modern civilization, more real progress has been made during the past ten years in establishing standards of meat cookery than in all the

years since primitive man first learned to cook meat over an open fire," said Miss Inez S. Willson, director of the department of home economics of the National Live Stock and Meat Board, in address on the Missouri Farmer's Week program at Columbia, Mo. The subject was "The Newer Knowledge of Meat Cookery."

Miss Willson brought out that this newer knowledge is an outgrowth of studies dealing primarily with livestock production, in which a score of agricultural experiment stations and the U. S. Department of Agriculture are cooperating. One of the wrong theories she cites is that searing a roast at a high temperature adds to the flavor and attractiveness of the roast and retains the meat juices.

Carefully controlled experiments have refuted that theory, the speaker told of a cooking test in which two roasts, each weighing 15 lbs. 15 oz. were used. One was cooked at a moderate temperature of 250° F. for five hours. It lost only 13.7% of its weight and provided 46 servings. The other roast, cooked in a hot oven with temperatures ranging from 448° to 470° F., was done in 3½ hours, but lost 25% of its original weight or practically twice that of the other roast. It provided only 40 servings, and in addition required more fuel and was a less satisfactory product.

Watch "Wanted" page for good men.

ILLINOIS MEAT DEALERS MEET

Tracing reduction in sausage consumption to the presence on the market of sausage of inferior quality, the Illinois Retail Meat Dealers Association decided at its convention in Peoria to appoint a committee to confer with manufacturers on the situation.

Another resolution advocated less government interference in the meat packing and producing industries. The organization recommended freedom of action in production of livestock on farms of the nation, thus bringing about lower meat prices to the consumer.

Oscar G. Mayer, president, Oscar Mayer & Co., Chicago, in a speech before the association drew a contrast between the dependability of food supplies today and the alternate fasting and feasting of yesterday. He also discussed profits in the industry, pointing out that both packer and retailer realize only a small return for their services in providing meat for the community.

The association elected Otto Gorski, Chicago, president; Joseph Ulcek, Berwyn; Ralph Broquist, Rock Island, and Paul Eklund, Rockford, vice presidents.

NEWS OF THE RETAILERS

Casper Hagen is enlarging meat market, Rice Lake, Wis. Two new refrigeration display counters are being installed, along with other modern equipment.

Emerald Meat Market and Bank bldg., Clayton, Wis., were destroyed recently by fire resulting from defective chimney.

Seeger's Grocery & Meat Shop, 413-415 Seventh st., W., Ashland, Wis., has installed complete new meat market. Public was invited to formal opening celebration.

Tenebom's store and market is celebrating its 41st anniversary. For 39 of its 41 years the market has been at same location on Harrison st., Davenport, Ia.

Walz market, Grand Rapids, Mich., recently reported as closing permanently, will be continued under new management, according to latest reports.

G. E. Scholz has purchased former Alexander Market bldg., Pana, Ill. Building is thoroughly equipped as modern meat market and will continue to be run as such.

New meat markets opening in San Francisco, Cal.: Ballbrook Market, 4121 California st.; Connell's Market, 4288 24th st.

W. L. Lewis, A. W. Hammett and F. G. Bowersox have formed Steusloff Market, Salem, Ore.

Douglas Mead & Co., Glendive, Mont., meat and grocery store, is adding new front to building.

J. Snitcoff has let contract for erec-

tion of meat market at 2300 Brooklyn ave., Los Angeles, Calif.

John Minor has sold meat business, Spring Valley, Minn., to L. H. Niemeyer.

Meat market of G. J. Christianson, Valley City, N. D., has been destroyed by fire.

AMONG NEW YORK RETAILERS

A real old-time meeting with a large and interested attendance was held by the Eastern District Branch on October 8. There was a talk by George W. Herz, who is entering his third year as attorney for the branch. The next meeting at Schwaben Hall, October 22, will be known as educational night, when there will be a showing of pictures taken at the Los Angeles Convention. There will be a speaker on refrigeration and a local jurist. The meeting will be closed, with a buffet luncheon and dancing. It was learned with regret that past president Chris

Stein was confined to his home by illness.

A meeting and dinner of retail leaders was held on October 3 at the Bancroft hotel in Manhattan. This has been an annual affair for the purpose of considering pending matters. Those attending included all state officers, branch presidents, executive secretaries and business managers. It was decided to make this a monthly affair in order to keep in closer touch with the situation.

RETAIL PRICES DROP

Average retail prices of meats fell off three tenths of 1 per cent during the two weeks ended September 24, while retail prices of all foods were rising one-tenth of 1 per cent, according to U. S. Bureau of Labor Statistics reports. Declines of 1.1 and 1.0 per cent were reported for round and sirloin steak. Prices of eggs rose sharply during the period while dairy products fell one-tenth of 1 per cent.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on October 10, 1935:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:				
(1) (300-500 lbs.) choice.....	\$17.00@18.00	.....	\$17.50@18.00	.....
Good.....	13.50@17.00	.....	14.00@17.50	.....
Medium.....	10.00@13.50	.....	11.00@14.00	.....
Common.....	9.00@10.00	.....	10.00@11.00	.....
STEERS:				
(500-600 lbs.) choice.....	17.00@18.00	.....	17.50@18.50	17.50@19.00
Good.....	13.50@17.00	.....	14.00@17.50	14.50@17.50
Medium.....	10.00@13.50	.....	11.00@14.00	11.50@14.00
Common.....	9.00@10.00	.....	10.00@11.00	10.50@11.00
STEERS:				
(600-700 lbs.) choice.....	17.00@18.00	.....	17.50@18.50	17.50@19.00
Good.....	13.50@17.00	.....	14.00@17.50	14.50@17.50
Medium.....	10.50@13.50	11.50@14.00	11.50@14.00	11.50@14.00
STEERS:				
(700 lbs. up) choice.....	17.00@18.00	17.50@18.50	17.50@18.50	17.50@19.00
Good.....	14.00@17.00	14.50@17.50	14.50@17.50	14.50@17.50
COWS:				
Good.....	10.00@11.50	11.00@11.50	10.50@11.50	11.00@12.00
Medium.....	9.00@10.00	10.50@11.00	9.50@10.50	10.00@11.00
Common.....	8.50@ 9.00	10.00@10.50	8.50@ 9.00	9.00@10.00
Fresh Veal:				
VEAL:				
(2) choice.....	16.00@17.00	17.00@18.00	18.00@19.00	17.00@18.00
Good.....	15.00@16.00	15.50@17.00	17.00@18.00	16.00@17.00
Medium.....	13.00@15.00	13.50@15.50	15.00@17.00	14.00@16.00
Common.....	12.00@13.00	12.00@13.50	13.50@15.00	13.00@14.00
Fresh Lamb and Mutton:				
LAMB:				
(38 lbs. down) choice.....	16.50@17.50	18.00@18.50	18.00@19.00	17.50@18.50
Good.....	15.50@16.50	17.00@18.00	17.00@18.00	17.00@17.50
Medium.....	14.50@15.50	16.00@17.00	16.00@17.00	16.00@17.00
Common.....	13.50@14.50	15.00@16.00	15.00@16.00	15.00@16.00
LAMB:				
(39-45 lbs.) choice.....	16.50@17.50	18.00@18.50	18.00@19.00	17.50@18.50
Good.....	15.50@16.50	17.00@18.00	17.00@18.00	17.00@17.50
Medium.....	14.50@15.50	16.00@17.00	16.00@17.00	16.00@17.00
Common.....	13.50@14.50	15.00@16.00	15.00@16.00	15.00@16.00
LAMB:				
(46-55 lbs.) choice.....	16.00@17.00	17.00@18.00	17.00@18.00	17.00@17.50
Good.....	15.00@16.00	16.50@17.00	16.00@17.00	16.00@17.00
MUTTON:				
(Ewe) (70 lbs. down) good.....	9.00@10.00	9.50@11.00	9.50@11.00	9.50@10.50
Medium.....	8.00@ 9.00	8.50@ 9.50	8.00@ 9.50	8.00@ 9.50
Common.....	7.00@ 8.00	7.00@ 8.50	7.00@ 8.00	7.00@ 8.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. avg.....	24.00@26.00	26.00@27.00	25.50@26.50	27.00@28.00
10-12 lbs. avg.....	23.00@25.00	25.00@26.00	25.00@26.00	26.50@27.50
12-15 lbs. avg.....	22.00@24.00	24.00@25.00	23.50@24.50	24.00@25.50
16-22 lbs. avg.....	18.50@20.00	21.00@23.00	21.00@22.00	21.00@22.00
SHOULDERS: N. Y. Style: Skinned:				
8-12 lbs. avg.....	18.50@20.00	.....	20.00@21.00	20.00@21.00
PICNICS:				
6-8 lbs. avg.....	19.50@20.50	.....	.....	.....
BUTTS: Boston Style:				
4-8 lbs. avg.....	22.00@24.00	.....	23.50@25.00	24.50@25.50

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago.



Main Office and Packing Plant
Austin, Minnesota

GOOD TRUCK DRIVING

(Continued from page 17.)

to his safety record, although not entirely so. If he has had a clean record for eight months he is entitled to an increase. If for only six months, increase is authorized two months ahead, provided the record continues clean.

The advantage in the salary review, this company finds, is that the driver is thinking in terms of his permanent status of income rather than the occasional aspect of a bonus, for he is continuously striving to increase his earning power. Also the salary review brings up the consideration of each man as an individual, for there is a personal conference with each driver every six months, at which he is told why he did or did not receive an increase.

Medals and Certificates

To some drivers—and there are those who think they are the better type—pride of achievement is as gratifying as money in the pocket. To such the prospect of a medal or certificate is fully

as stimulating as hope of winning a bonus or money prize. Of course medals or certificates are less expensive to the management; in fact, they are of so little expense that it is well to award them even when there is a bonus or salary review. In that way there is an appeal to the interested cooperation of every class of driver that deserves to be rewarded.

Certificates may be given for shorter periods, but as a rule medals for not less than a year, with bars, or exchange of medals for each additional year added to the individual's record. Larger fleets have their own certificates printed or medals struck. Stock medals are available from several sources, among them the National Safety Council. Some insurance companies and others, from advertising or other consideration, supply them free.

Often the recipient of the medal or certificate is also given a plate that may be displayed on his vehicle, proclaiming him as a safe driver more widely and with less tax on his modesty than if he had to expose a medal or certificate to prove it. These plates do

not take the place of medals or certificates, however as they lack the advantage of the latter, as evidence to present when applying for a new situation.

Vacation With Pay

Vacation with pay is merely another form of reward most similar in principle to a bonus and usually given for fulfilling the same requirements. Men appreciate time off, whether it is a day or a week or more. It gives them time to attend to personal affairs or indulge in recreation, and makes for satisfied employees. Vacation with pay is well worth in its advantage to the employer, whatever it may cost, for it usually makes the drivers better fit both mentally and physically.

In the next article in this series ways in which poor truck driving performance is penalized will be described.

PORK TRIMMING VALUES

Is your pork trimming foreman familiar with values? Perhaps he ought to read "PORK PACKING," The National Provisioner's latest book.



QUICK EASY GRINDING of Tankage, Scrap, Bone, Etc.

The W-W does every by-product grinding job for Packing Plants—better, faster and cheaper—Write for catalog and actual Packer testimonials—

W-W GRINDER CORP.
Dept. 207
Wichita, Kansas



Liberty Bell Brand

Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

Wilmington Provision Company TOWER BRAND MEATS

*Slaughterers of Cattle, Hogs,
Lambs and Calves*

U. S. GOVERNMENT INSPECTION

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ARCHITECT & ENGINEERS

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SERVING
THE MEAT PACKING INDUSTRY

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.



PORK PRODUCTS—SINCE 1876

The H. H. MEYER PACKING CO.

Cincinnati, Ohio

Rail and Truck Traffic

News and Information for Packer Transportation Departments

DENY FREIGHT RATE INCREASE

Proposed freight rate increases on packinghouse products in carloads from packing points in the interior of Iowa, Southern Minnesota and on the Missouri River to destinations East of the Illinois-Indiana state line have been suspended until May 1, 1936, by the Interstate Commerce Commission. It was proposed to apply through interterritorial fifth class rates in the future, which would have resulted in increases ranging from $\frac{1}{2}$ ¢ to 9¢ per 100 lbs.

John Morrell & Co., Ottumwa, Ia.; Rath Packing Co., Waterloo, Ia.; Jacob E. Decker & Sons, Mason City, Ia.; George A. Hormel & Co., Austin, Minn., and Wilson & Co. successfully petitioned for suspension of the increases, which they declared would have increased their freight bills and caused loss of business through disrupted freight rate relationships with competitors. Other packers in supporting the increases answered that the petition for suspension was an effort to continue indefinitely a rate adjustment twice condemned by the commission.

MEAT RATE OVERCHARGE

Swift & Company has brought complaint before the Interstate Commerce Commission against the Akron, Canton & Youngstown Ry., declaring overcharges have been made on fresh meats, freshly salted meats and packinghouse products from Sioux City, Ia., South Omaha, Neb., South St. Joseph, Mo., Kansas City, Kan., Watertown, S. D., Denver, Colo., Fort Worth and Dallas, Tex., and Des Moines, Ia., to destinations in Indiana, Ohio, West Virginia and Western Pennsylvania and New York. The packing company complains that combination rates based on the Mississippi River rather than on other points were applied and the rule for making the rates by combinations was not used. Reparation is asked.

DOG FOOD FREIGHT RATES

Petition for rehearing or reconsideration has been filed with the Interstate Commerce Commission by Chappel Bros., Inc., against the commission's decision on dog food freight rates from Rockford, Ill., to the Pacific Coast. The company contends the rate on its product should be that charged on prepared animal or poultry feed, not otherwise indexed by name, while the commission decided that specific and higher rates on animal or poultry feed, including

cooked canned meat (not prepared for human consumption), were applicable.

CHICAGO YARDS RATE HEARING

New rates and charges at the Chicago Union Stock Yards, effective September 30, 1935, have been suspended for 30 days by the Secretary of Agriculture. In an order of inquiry and notice the Secretary points out that the new rates are "materially greater than those set forth in its schedule now on file," and that there is reason to believe that the increases proposed are not justified at this time and are unreasonable. Hearing to determine the reasonableness of the charges will be held in Chicago on October 21 at the Federal building.

FINANCIAL NOTES

National Tea Co. has declared a dividend of 13 $\frac{1}{2}$ cents, payable November 1 to stockholders of record October 14.

By-laws of Libby McNeill and Libby have been revised so that the annual meeting will be held the second Thursday of May instead of the second Thursday in January.

Directors of Continental Can Co., Inc., have declared a regular quarterly dividend of 75 cents a share on the common stock, payable November 15 to stockholders of record October 25. The dividend represents an increase in the annual rate from \$2.40 to \$3.00 a share.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, October 9, 1935, or nearest previous date:

	Sales.	High.	Low.	Close.—	
Week ended	Oct. 9.	—Oct. 9.	Oct. 9.	Oct. 9.	2.*
Amal. Leather..	400	3 $\frac{1}{4}$	3 $\frac{1}{4}$	3 $\frac{1}{4}$	3 $\frac{1}{4}$
Do. Pfd.					28 $\frac{1}{2}$
Amer. H. & L.	1,000	4 $\frac{1}{2}$	4 $\frac{1}{2}$	4 $\frac{1}{2}$	4 $\frac{1}{2}$
Do. Pfd.	2,900	41 $\frac{1}{2}$	39	41 $\frac{1}{2}$	38
Amer. Stores...	900	36 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$	36 $\frac{1}{2}$
Armour Ill...	9,400	4	3 $\frac{1}{2}$	3 $\frac{1}{2}$	4
Do. Pfd.	1,000	60	60	60	58
Do. Del. Pfd.	600	104 $\frac{1}{2}$	104 $\frac{1}{2}$	104 $\frac{1}{2}$	103 $\frac{1}{2}$
Beechnut Pack.	400	93	92	92	93 $\frac{1}{2}$
Boehack, H. C.	25	7	7	7	8
Do. Pfd.					48
Chick. Co. Oll.	600	25 $\frac{1}{2}$	25 $\frac{1}{2}$	25 $\frac{1}{2}$	25 $\frac{1}{2}$
Childs Co.	2,600	5 $\frac{1}{2}$	5 $\frac{1}{2}$	5 $\frac{1}{2}$	5 $\frac{1}{2}$
Cudahy Pack.	300	40	39	39 $\frac{1}{2}$	40
First Nat. Strs.	5,500	46 $\frac{1}{2}$	46 $\frac{1}{2}$	46 $\frac{1}{2}$	46 $\frac{1}{2}$
Gen. Foods.	8,000	33	32 $\frac{1}{2}$	32 $\frac{1}{2}$	32
Gobel Co.	5,100	2 $\frac{1}{2}$	2 $\frac{1}{2}$	2 $\frac{1}{2}$	2 $\frac{1}{2}$
Gr.A. & Plst Pfd.	150	129 $\frac{1}{2}$	129 $\frac{1}{2}$	129 $\frac{1}{2}$	130
Do. New	40	128	128	128	125 $\frac{1}{2}$
Hormel, G. A.					17
Hygrade Food.	700	1 $\frac{1}{2}$	1 $\frac{1}{2}$	1 $\frac{1}{2}$	1 $\frac{1}{2}$
Kroger G. & B.	5,200	27 $\frac{1}{2}$	27	27 $\frac{1}{2}$	27
Libby McNeill.	1,300	8 $\frac{1}{2}$	8 $\frac{1}{2}$	8 $\frac{1}{2}$	8 $\frac{1}{2}$
Mickelberry Co.	750	1 $\frac{1}{2}$	1 $\frac{1}{2}$	1 $\frac{1}{2}$	1 $\frac{1}{2}$
M. & H. Pfd.	50	3	3	3	3
Morell & Co.	400	50 $\frac{1}{2}$	50	50	50 $\frac{1}{2}$
Nat. Tea.	3,900	10 $\frac{1}{2}$	10 $\frac{1}{2}$	10 $\frac{1}{2}$	9 $\frac{1}{2}$
Pratt & Gamb.	4,400	51 $\frac{1}{2}$	51 $\frac{1}{2}$	51 $\frac{1}{2}$	50 $\frac{1}{2}$
Do. Pr. Pfd.	140	118	118	118	118
Rath Pack.					26
Safeway Strs.	7,200	33 $\frac{1}{2}$	33	33	32 $\frac{1}{2}$
Do. 6% Pfd.	240	108 $\frac{1}{2}$	108	108 $\frac{1}{2}$	109
Do. 7% Pfd.	510	112	112	112	109
Stahl Meyer.					1 $\frac{1}{2}$
Swift & Co.	13,350	16	15 $\frac{1}{2}$	15 $\frac{1}{2}$	15 $\frac{1}{2}$
Do. Int'l.	3,800	28 $\frac{1}{2}$	28 $\frac{1}{2}$	28 $\frac{1}{2}$	28 $\frac{1}{2}$
Truax Pork.					7 $\frac{1}{2}$
U. S. Leather.	1,800	9	8 $\frac{1}{2}$	9	7 $\frac{1}{2}$
Do. A.	3,600	15	13 $\frac{1}{2}$	15	13 $\frac{1}{2}$
Do. Pr. Pfd.	700	71	71	71	68 $\frac{1}{2}$
Wesson Oil.	9,800	45 $\frac{1}{2}$	43 $\frac{1}{2}$	45 $\frac{1}{2}$	39 $\frac{1}{2}$
Do. Pfd.	500	80 $\frac{1}{2}$	80 $\frac{1}{2}$	80 $\frac{1}{2}$	79 $\frac{1}{2}$
Wilson & Co.	24,600	5 $\frac{1}{2}$	5 $\frac{1}{2}$	5 $\frac{1}{2}$	5 $\frac{1}{2}$
Do. Pfd.	1,500	69	68 $\frac{1}{2}$	69	65 $\frac{1}{2}$

*Or last previous date.

MAKING SAUSAGE RIGHT

(Continued from page 20.)

It costs little more to make a quality sausage than a cheap grade.

Cheap product and low quality go hand in hand, and today everything seems to revolve around price. If more sausage manufacturers knew how to figure production and merchandising costs we would see more high quality sausage and less "junk" on the market.

Weak Merchandising

I recently had the opportunity to help a competitor who had been losing money for some time. An examination of his operations showed he was selling for 12c lb. frankfurts that cost him 14 $\frac{1}{2}$ c to make. His explanation was that others were selling frankfurts for 10c lb. and that he could not get more than 12c lb. for his brands.

He never had considered getting in a class by himself by making a quality product and asking a fair price for it. His reasoning all centered about beating the other fellow at his own game.

It took much hard work to convince this sausage manufacturer that he was on a price competitive basis purely and simply, and that his salvation was in getting out of the highly competitive field of cheap products, and into the quality field where there was little competition—and that of a highly ethical nature.

However, he finally saw the light. For the past 18 months he has made nothing but first-class products, which are priced to yield a fair margin of profit. He is not selling as large a volume as formerly, but he is making money—and that is what he is in business for.

FOOD CHAIN SALES LARGER

Dollar sales of six food store chains were 7.4 per cent greater in the first 36 weeks of 1935 than in the corresponding period in 1934. At the end of 32 weeks the rate of increase was 8.8 per cent, but a decrease in sales during the four weeks ended September 7 cut the 36 weeks' increase over 1934 by 1.4 per cent. Comparison of dollar sales volume of these chains during 1935 and 1934 is as follows:

	1935.	1934.
Safeway Stores	\$195,037,850	\$167,994,026
Kroger G. & B. Co.	157,568,588	151,226,602
American Stores	77,156,770	76,522,353
National Tea Co.	42,129,514	41,628,715
Jewel Tea Co.	12,752,588	11,514,848
Dominion Stores, Ltd.	12,039,105	13,190,055
Total 6 companies....	\$496,684,415	\$462,085,599

HANDLING FANCY MEATS

When you save hog cheek meat, do the cheeks carry the proper amount of fat, based on tank values? Have your foremen read "PORK PACKING," The National Provisioner's latest book.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.

	Week ended	Cor. week,	
Prime native steers—	Oct. 9, 1935.	1934.	
400-600	18½@19	13 @14½	
600-800	17½@18	13½@14½	
800-1000	17½@18½	14½@15½	
Good native steers—			
400-600	17 @17½	12 @13	
600-800	16½@17	13½@14	
800-1000	16½@17	14 @14½	
Medium steers—			
400-600	14½@15	11 @12	
600-800	14½@15½	12 @13	
800-1000	15 @15½	13½@14	
Heifers, good, 400-600	15½@16	12 @13	
Cows, 400-600	8½@11	6 @8½	
Hind quarters, choice	23	18½	
Fore quarters, choice	23	10½	

Beef Cuts.

Steer loins, prime	unquoted	unquoted	
Steer loins, No. 1	@33	@38	
Steer loins, No. 2	@30	@30	
Steer short loins, prime	unquoted	unquoted	
Steer short loins, No. 1	@43	@50	
Steer short loins, No. 2	@38	@36	
Steer loin ends (hips)	@24	@26	
Steer loin ends, No. 2	@23	@24	
Cow loins	@15	@17	
Cow short loins	@17	@21	
Cow loin ends (hips)	@13	@13	
Steer ribs, prime	unquoted	unquoted	
Steer ribs, No. 1	@24	@22	
Steer ribs, No. 2	@23	@20	
Cow ribs, No. 2	@13	@11	
Cow ribs, No. 3	@9	@9	
Steer rounds, prime	unquoted	unquoted	
Steer rounds, No. 1	@14½	@12	
Steer rounds, No. 2	@14	@11½	
Steer chuck, prime	unquoted	unquoted	
Steer chuck, No. 1	@12	@9½	
Steer chuck, No. 2	@11½	@9	
Cow round	@10½	@9	
Cow chuck	@12½	@6½	
Steer plates	@12½	@9½	
Medium plates			
Briskets, No. 1	@16	@5	
Steer navel ends	@10	@1	
Cow navel ends	8½	@5	
Fore shanks	@8	@7	
Hind shanks	5	4½	
Strip loins, No. 1, bms.	@60	@75	
Strip loins, No. 2	@50	@60	
Sirloin butts, No. 1	@30	@29	
Sirloin butts, No. 2	@20	@20	
Beef tenderloins, No. 1	@65	@70	
Beef tenderloins, No. 2	@50	@55	
Rump butts	@15½	@21	
Flank steaks			
Shoulder clods	@14½	@9	
Hanging tenderloins	@14	@7	
Inaides, green, 5@8 lbs.	@15	@9	
Outsides, green, 5@6 lbs.	@13½	@7½	
Knuckles, green, 5@6 lbs.	@13	@7½	

Beef Products.

Brains (per lb.)	@ 9	@ 7	
Hearts	@12	@15	
Tongues	@21	@17	
Sweetbreads	@20	@16	
Ox-tail, per lb.	@10	@ 7	
Fresh tripe, plain	@10	@ 4	
Fresh tripe, H. C.	12½	@ 8	
Livers	@18	@13	
Kidneys, per lb.	@11	@ 8	

Veal.

Choice carcass	15	16	
Good carcass	14	15	
Good saddles	17	20	
Good racks	13	14	
Medium racks		12	

Veal Products.

Brains, each	@10	@ 7	
Sweetbreads	@35	@30	
Calf livers	@35	@30	

Lamb.

Choice lambs	@17	@13	
Medium lambs	@15	@11	
Choice saddles	@20	@15	
Medium saddles	@18	@13	
Choice fores	@14	@11	
Medium fores	@13	@ 9	
Lamb fries, per lb.	@25	@26	
Lamb tongues, per lb.	@15	@12	
Lamb kidneys, per lb.	@20	@13	

Mutton.

Heavy sheep	@ 6	@ 4	
Light sheep	@ 9	@ 7	
Heavy saddles	@ 9	@ 6	
Light saddles	@11	@ 9	
Heavy fores	@11	@ 4	
Light fores	@ 7	@ 6	
Mutton loins	@10	@10	
Mutton loins	@ 8	@ 8	
Mutton stew	@ 5	@ 3	
Sheep tongues, per lb.	@12½	@12	
Sheep heads, each	@10	@10	

Fresh Pork, etc.

Pork loins, 8@10 lbs. avg.	@26	@16½	
Picnic shoulders	@19	@10	
Skinned shoulders	@19	@12	
Tenderloins	@40	@32	
Spare ribs	@18½	@10	
Back fat	@19	@14	
Boston butts	@25	@14	
Boneless butts, cellar trim, 2@4	@28	@19	
Hocks	@14	@10	
Tails	@14	@8	
Neck bones	@ 8	@ 3	
Slip bones	@14	@ 9	
Blade bones	@16	@10	
Pigs' feet	@ 7	@ 4	
Kidneys, per lb.	@13	@ 8	
Livers	@16	@ 9	
Brains	@10	@ 8	
Chitterlings	@ 7	@ 7	

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)			
Pork sausage in 1-lb. cartons	@23%		
Country style sausage, fresh in links	@27%		
Country style sausage, fresh in bulk	@25%		
Frankfurters in sheep casings	@29½		
Frankfurters in hog casings	@25%		
Bologna in beef bungs, choice	@19½		
Bologna in beef middles, choice	@20		
Liver sausage in meat rounds	@18½		
Liver sausage in hog bungs	@22½		
Smoked liver sausage in hog bungs	@23½		
Head cheese	@20½		
New England luncheon specialty	@27½		
Mincemeat luncheon specialty, choice	@21½		
Tongue sausage	@38		
Blood sausage	@24½		
Sausage	@21½		
Polish sausage	@22½		

DRY SAUSAGE

Cervelat, choice, in hog bungs			
Thuringer cervelat			
Farmer			
Holsteiner			
B. C. salami, choice			
Milano salami, choice, in hog bungs			
B. C. salami, new condition			
Frisses, choice, in hog middles			
Genoa style salami			
Pepperoni			
Montedarella, new condition			
Capicola			
Italian style hams			
Virginia hams			

SAUSAGE MATERIALS

(F.O.B. CHICAGO.)

Regular pork trimmings	@18½		
Special lean pork trimmings	@20		
Extra lean pork trimmings	@21		
Pork cheek meat	@17		
Pork hearts	12	@12½	
Pork livers	14½	@15	
Native boneless bull meat (heavy)	@11		
Shank meat	@10		
Boneless chuck	@ 9½		
Beef trimmings	@ 8½		
Dressed canners, 350 lbs. and up	@ 7½		
Dressed cutter cows, 400 lbs. and up	@ 8½		
Dr. bologna bulls, 600 lbs. and up	@ 8½		
Pork tongues, canner trim, S. P.	13½@14		

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—			
Small tins, 2 to crate.....	\$7.00		
Frankfurt style sausage in sheep casings—			
Small tins, 2 to crate.....	8.00		
Smoked link sausage, in hog casings—			
Small tins, 2 to crate.....	7.25		
Mess pork, regular.....	@37.00		
Family back pork, 24 to 34 pieces.....	@38.50		
Family back pork, 35 to 45 pieces.....	@39.00		
Clear back pork, 40 to 50 pieces.....	@36.50		
Clear plate pork, 25 to 35 pieces.....	@32.50		
Brisket.....	@41.00		
Plate beef.....	@25.00		
Extra plate beef, 200-lb. bbls.....	@26.00		
Pork feet, 200-lb. bbl.....	20.25		
Lamb tongue, short cut, 200-lb. bbl.....	45.00		
Regular tripe, 200-lb. bbl.....	20.00		
Honeycomb tripe, 200-lb. bbl.....	23.00		
Pocket honeycomb tripe, 200-lb. bbl.....	26.00		

DRY SALT MEATS

Clear bellies, 18@20 lbs.			
Clear bellies, 14@16 lbs.	@18½		
Rib bellies, 25@30 lbs.	@17½		
Fat backs, 10@12 lbs.	@17½		
Fat backs, 14@16 lbs.	@17½		
Regular plates			
Jowl butts			

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs. parchment paper	27½@28½		
Fancy skd. hams, 14@16 lbs. parchment paper	27½@28½		
Standard reg. hams, 14@16 lbs. plain	21½@22½		
Picnics, 4@8 lbs., short shank, plain	20½@21½		
Fancy bacon, 6@8 lbs., parchment paper	33½@34½		
Standard bacon, 6@8 lbs., plain	30@31		
No. 1 beef ham sets, smoked—			
Indians, 8@9 lbs.	25	26	
Outsides, 5@9 lbs.	22	23	
Knuckles, 5@9 lbs.	23	24	
Cooked hams, choice, skin on, fatted	24	25	
Cooked hams, choice, skinless, fatted	24	25	
Cooked picnics, skin on, fatted	24	25	
Cooked picnics, skinned, fatted	24	25	
Cooked loin roll, smoked	24	25	

LARD

Prime steam, cash, Bd. Trade	@14.50		
Prime steam, loose, Bd. Trade	@ 14.50		
Refined lard, tierces, f.o.b. Chgo.	@ 16½		
Kettle rend, tierces, f.o.b. Chgo.	@ 16½		
Leaf, kettle, rendered tierces, f.o.b. Chicago	@ 17		
Neutral, in tierces, f.o.b. Chicago	@ 16½		
Compound veg., tierces, c.a.f.	@ 13½		

OLEO OIL AND STEARINE

Extra oleo oil	12½@13½		

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CURING MATERIALS

Cwt. Sacks.

Nitrite of soda (Chgo. warehouse stock):	
1 to 4 bbls. delivered.....	\$9.10
5 or more bbls. delivered.....	8.95
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:	
Dbl. refined granulated.....	6.25
Small crystals.....	7.25
Medium crystals.....	7.62 1/2
Large crystals.....	8.00
Dbl. refd. gran. nitrate of soda.....	8.62 1/2
Salt per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:	
Granulated.....	\$ 6.906
Medium, air dried.....	9.496
Medium, klin dried.....	10.906
Rock.....	6.782
Sugar:	
Raw sugar, 96 basis, f.o.b. New Orleans.....	10 1/2
Second sugar, 90 basis.....	10 1/2
Standard gran., f.o.b. refiners (2%).....	10 1/2
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	10 1/2
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	10 1/2
SPICES	
(Basis Chicago, original bbls., bags or bales).	
Whole. Ground.	
Allspice Prime.....	8 1/2
Refted.....	9
Chili Pepper, Fancy.....	24
Chili Powder, Fancy.....	23 1/2
Gloves, Amboy.....	23
Madagascar.....	14
Zanzibar.....	15
Ginger, Jamaica:	
African.....	18
East India.....	65
E. I. & W. I. Blend.....	64
Mustard Flour, Fancy.....	59
No. 1.....	24
Nutmegs, Fancy Bands.....	24
East India.....	20
Pepper, Extra Fancy.....	17 1/2
Fancy.....	24
Hungarian.....	23
Pepino Sweet Red Pepper.....	28 1/2
Pepper, Cayenne.....	21 1/2
Red Pepper, No. 1.....	16
Pepper, Black Aleppy.....	9 1/2
Black Lampong.....	7 1/2
Black Tellicherry.....	10 1/2
White Java Muntok.....	13 1/2
White Singapore.....	13
White Packers.....	13 1/2
SEEDS AND HERBS	
Ground for Whole. Sausage.	
Caraway Seed.....	9
Celery Seed.....	25
Comino Seed.....	15 1/2
Coriander Morocco, Bleached.....	7 1/2
Coriander Morocco, Natural No. 1.....	6
Mustard Seed, Cal. Yellow.....	8 1/2
American.....	7 1/2
Marjoram, French.....	31
Oregano.....	11
Sage, Dalmatian, Fancy.....	7
Dalmatian, No. 1 Fancy.....	6 1/2
SAUSAGE CASINGS	
(F. O. B. CHICAGO.)	
(Prices quoted to manufacturers of sausage.)	
Beef Casings:	
Domestic rounds, 180 pack.....	26
Domestic rounds, 140 pack.....	25
Export rounds, wide.....	35
Export rounds, medium.....	33
Export rounds, narrow.....	37
No. 1 weassands.....	4
No. 2 weassands.....	2
No. 3 bungs.....	9
No. 2 bungs.....	6
Middle, regular.....	32
Middle, select, wide, 2 1/2 in. diam.....	50
Middle, select, extra wide, 2 1/2 in. and over.....	70
Dried bladders:	
12-15 in. wide, flat.....	85@90
10-12 in. wide, flat.....	70
8-10 in. wide, flat.....	50
6-8 in. wide, flat.....	25
Hog casings:	
Narrow, per 100 yds.....	2.50
Narrow, special, per 100 yds.....	2.35
Medium, regular.....	2.25
Wide, per 100 yds.....	1.80
Extra wide, per 100 yds.....	1.25
Export bungs.....	20
Large prime bungs.....	22
Medium prime bungs.....	13
Small prime bungs.....	10
Middle, per set.....	18
Stomachs.....	08
COOPERAGE	
Ash pork barrels, black iron hoops.....	\$1.35 @1.27 1/2
Oak pork barrels, black iron hoops.....	1.25 @1.27 1/2
Ash pork barrels, galv. iron hoops.....	1.42 1/2 @1.45
Oak pork barrels, galv. iron hoops.....	1.32 1/2 @1.35
White oak ham tierces.....	2.12 1/2 @2.15
Red oak lard tierces.....	1.87 1/2 @1.90
White oak lard tierces.....	1.97 1/2 @2.00

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good 1,339-1,683-lb. grassers.....	\$ 9.50 @10.00
Steers, medium, 1,170-1,474 lbs.....	8.25 @ 9.25
Bulls.....	4.75 @ 5.75
Cows, cutter and low cutter.....	3.25 @ 4.50

LIVE CALVES

Vealers, choice.....	\$ 13.00
Vealers, medium.....	6.50 @ 8.00

LIVE LAMBS

Lambs, good and choice.....	\$10.00 @10.50
Lambs, common.....	6.50 @ 6.50
Ewes.....	5.00 down

LIVE HOGS

Hogs, 104-lb. aver., choice and good.....	\$ 11.25
Hogs, 226-lb., medium.....	10.50

DRESSED BEEF

City Dressed.

Choice, native, heavy.....	19 @20 1/2
Choice, native, light.....	19 @20
Native, common to fair.....	17 @18 1/2

Western Dressed Beef.

Native steers, 600@800 lbs.....	18 @19 1/2
Native choice yearlings, 440@600 lbs.....	16 @17 1/2
Good to choice heifers.....	17 @18
Good to choice cows.....	15 @16
Common to fair cows.....	13 @14
Fresh bologna bulls.....	11 @12

BEEF CUTS

Western. City.	
No. 1 ribs.....	24 @26
No. 2 ribs.....	21 @23
No. 3 ribs.....	17 @20
No. 1 loins.....	30 @32
No. 2 loins.....	26 @28
No. 3 loins.....	22 @24
No. 1 hinds and ribs.....	21 @22
No. 2 hinds and ribs.....	18 @20
No. 1 rounds.....	17 @18
No. 3 rounds.....	15 @16
No. 1 chuck.....	16 @18
No. 2 chuck.....	15 @16
No. 3 chuck.....	13 @14
Bologna.....	11 @12
Rolls, reg. 6@8 lbs. avg.....	23 @25
Rolls, reg. 4@6 lbs. avg.....	18 @20
Tenderloins, 4@6 lbs. avg.....	50 @60
Tenderloins, 5@6 lbs. avg.....	50 @60
Shoulder clods.....	12 @14

DRESSED VEAL

Good.....	18 1/2 @19 1/2
Medium.....	16 1/2 @18 1/2
Common.....	14 1/2 @16

DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	18 1/2 @19 1/2
Lambs, good.....	17 1/2 @18 1/2
Lambs, medium.....	16 1/2 @17 1/2
Sheep, good.....	10 @12
Sheep, medium.....	7 @10

DRESSED HOGS

Hogs, good to choice.....	\$19.50 @21.00
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FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	25 @26
Pork tenderloins, fresh.....	35 @36
Pork tenderloins, frozen.....	30 @32
Shoulders, Western, 10@12 lbs. avg.....	20 @21
Butts, boneless, Western.....	25 @26
Butts, regular, Western.....	24 @25
Hams, Western, fresh, 10@12 lbs. avg.....	24 @25
Picnic hams, Western, 6@8 lbs. avg.....	18 @19
Pork trimmings, extra lean.....	23 @24
Pork trimmings, regular 50% lean.....	21 @22
Spareribs.....	18 @18 1/2

SMOKED MEATS

Regular hams, 8@10 lbs. avg.....	28 @29
Regular hams, 10@12 lbs. avg.....	28 @29
Regular hams, 12@14 lbs. avg.....	28 @29
Skinned hams, 10@12 lbs. avg.....	28 1/2 @29 1/2
Skinned hams, 12@14 lbs. avg.....	28 1/2 @29 1/2
Skinned hams, 16@18 lbs. avg.....	27 1/2 @28 1/2
Skinned hams, 18@20 lbs. avg.....	26 1/2 @27 1/2
Picnics, 4@6 lbs. avg.....	23 @24
Picnics, 6@8 lbs. avg.....	22 @23
City pickled bellies, 8@12 lbs. avg.....	24 @26
Bacon, boneless, Western.....	34 1/2 @35 1/2
Bacon, boneless, city.....	33 1/2 @34 1/2
Roulottes, 8@10 lbs. avg.....	22 @23
Beef tongue, light.....	23 @25
Beef tongue, heavy.....	25 @27

FANCY MEATS

Fresh steer tongues, untrimmed.....	14c a pound
Fresh steer tongues, 1 c. trimmed.....	28c a pound
Sweetbreads, beef.....	25c a pound
Beef kidneys.....	15c a pound
Mutton kidneys.....	4c each
Livers, beef.....	29c a pound
Oxtails.....	16c a pound
Beef hanging tenders.....	25c a pound
Lamb fries.....	10c a pair

BUTCHERS' FAT

Shop fat.....	25 1/2 per cwt.
Breast fat.....	23 1/2 per cwt.
Edible suet.....	5.00 per cwt.
Inedible suet.....	3.50 per cwt.

GREEN CALFSKINS

5-9 9 1/2-12 1/2 12 1/2-14 14-18 18 up	
Prime No. 1 veals.....	17 2.25 2.45 2.50 2.95
Prime No. 2 veals.....	16 2.10 2.30 2.35 2.70
Buttermilk No. 1.....	14 1.95 2.15 2.20 2.30
Buttermilk No. 2.....	13 1.85 2.05 2.10 2.40
Branded grubby.....	8 1.15 1.30 1.35 1.60
Number 3.....	8 1.15 1.30 1.35 1.60

BONES AND HOOFs

Per ton.	
Round shins, heavy.....	\$75.00
Light.....	60.00
Flat shins, heavy.....	55.00
Light.....	50.00
White hoofs.....	75.00
Black and striped hoofs.....	40.00

PRODUCE MARKETS

BUTTER.

Chicago.....	21/2 @21 1/2
Baltimore.....	21/2 @21 1/2
Boston.....	21/2 @21 1/2
Philadelphia.....	21/2 @21 1/2
New York.....	21/2 @21 1/2

EGGS.

Extra firsts.....	26% @28
Firsts, fresh.....	26 1/2 @27
Standards.....	29 @29

LIVE POULTRY.

Fowls.....	11 @21 1/2
Brollers.....	13 @20
Springs, light.....	16 @19
Springs, heavy.....	18 1/2 @19 1/2
Turkeys.....	14 @20
Ducks.....	10 @19
Geese.....	10 @15

DRESSED POULTRY.

Fryers, 31-42, fresh.....	22 1/2 @23
Roasters, 43-54, fresh.....	22 1/2 @23 1/2
Roasters, 55 & up, fresh.....	24 @25 1/2
Fowls, 31-47.....	18 @21 1/2
48-59.....	22 1/2 @24
60 and up.....	23 @25 1/2

BUTTER AT FIVE MARKETS

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia, and San Francisco, week ended Oct. 3, 1935:

Sept.	27	28	

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Beef Man

Independent packer with excellent facilities is seeking the services of beef man experienced in buying and selling. Applicant should give complete information on experience, education, age, general qualifications, and past income. W-138, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Salesman for Mid-West

Large Eastern spice house wants salesman to represent them in Chicago and mid-western territory. Must have knowledge of manufacturing and processing of sausage and kindred lines. Write experience, age and nationality. All letters confidential. W-144, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Superintendent

Wanted, superintendent to take full charge of modern provision plant in the East. Must understand curing, smoking, manufacture of sausage, and be capable of assuming complete responsibility for all production. Only those having held similar position with independent house need apply, stating past experience in detail, names of previous employers, age, salary earned, and present compensation expected. This is an unusual opportunity to connect with progressive concern, whose expanding business now requires the management of a man of thorough ability and past accomplishments. W-143, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Sausage Foreman

Expert on quality sausage and specialties, including Kosher line. Long experience on both quality and price products. Will guarantee to produce results. Age 40, married. Good, clean record. W-140, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Can you use volume business plus quality line of sausage and specialties? I can produce this for you quickly and profitably. Thoroughly experienced with old and modern methods. Age 40, married, dependable, good references. W-147, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Reliable young man with 20 years' practical experience in sausage manufacturing, both U. S. and Europe, and several years' actual experience as sausagemaker. Ability to make complete line of quality sausage, loaves, etc., from any materials; fully capable of giving satisfactory results. W-141, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Position Wanted

Sausage Foreman

Position wanted by first-class sausage-maker with many years' experience on German and American style products. Complete charge of sausage department in small plant. Will go anywhere. W-139, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Your Sales Problems

Your sales problems can be solved. The time to prepare for new outlets is before livestock receipts increase production and find us looking for a new market. Your sales program must be changed and your salesmen given a new selling technique. Sales executive with 18 years' experience in packinghouse sales promotion and contact with and training of salesmen is now available; car routes and branch houses. W-142, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Business Opportunities

Wholesale Meat Business

For sale to wind up the estate of Morris Appel, recently deceased, old established wholesale meat specialties business, in Washington Market, supplying hotels, restaurants, steamships and clubs. Apply Cohen Brothers, Attorneys for Executors, 17 John Street, New York City.

Fully Equipped Packing Plant

For sale or rent, modern brick 3-story packing plant, fully equipped, occupied formerly by Meyer Packing Co. Located on two railroads, B. & O. and P. R. R. Large pens and pasture. Can be in full operation within few hours. Will consider selling all equipment. Write H. H. Bennett, Indiana, Penn.

Miscellaneous Wanted

Pig Skin Strips Wanted

We will pay 8c delivered Chicago for any quantities of D. S. back strips, measuring 5 inches by 15 inches and over, suitable for tanning. Will buy for either immediate or later shipment. Telegraph or write us your offerings.

E. G. JAMES CO.

Provision Brokers.

332 S. La Salle St., Chicago, Ill.

Make your wants known through these little ads, with the big pull.

Equipment For Sale

Packinghouse Equipment for Sale

Item No.	Quantity	Article.
1	2	5 ft. x 10 ft. Laabs cookers, each with 25-h.p. motor, percolator and vacuum pump.
2	2	300-ton Anco No. 614 hydraulic presses each with steam hydraulic pump.
3	1	No. 1 V. D. Anderson Expeller with conditioning trough and 15-h.p. motor, silent chain drive.
4	1	B Grinder with fan and cyclone collector and 75-h.p. motor.
5	1	No. d10 "BOSS" 12-inch 15 plate filter press.
6	2	6 ft. x 9 ft. prime steam tanks each with 12 inch screw type gate valve. 1-6x8 tank as above. 1-5x9 tank as above.
7	600	No. 6 "BOSS" Hog Trolleys.
	600	Wood hog gambrels.
8	1	Steam Jacketed Lard Melting Kettle, 6 ft. 2 in. inside diameter by 45 in. deep inside, with agitator for pulley drive. (40-lb. working pressure).
	1	Lard Melting Kettle, same as above 5 ft. 0 in. inside diameter by 5 ft. 3 in. deep.
10	150	3-station, double-rod, double roller, Ham and Bacon Trees.
11	1	No. 172 "BOSS" Backfat Skinner, with 2-h.p. motor.
14	1	No. 53 "BOSS" Regular "U" Dehairer with 20-h.p. motor, capacity 225 hogs per hour.
15	1	No. 8 "BOSS" Vertical type hog hoist with motor, right-hand discharge, 10 ft. 10 in. from floor to top of dressing rail.
16	1	"BOSS" Sr. Belly Roller with 2-h.p. motor.
17	4	No. 385 size 3 Beef Hoists.
18	3	Calf Head Holders.
19	3	No. 362 Low Frame Friction Dropers with dropper hooks and housings.
20	1	No. 90 Pulley Drive Ice Crusher.
21	1	No. 456 size 186 "BOSS" Meat Grinder with 15-h.p. motor.
22	1	No. 176 "BOSS" Grinder with tight and loose pulleys.
23	1	43 in. Buffalo Silent Cutter with 25-h.p. motor.
24	1	No. 4 Buffalo Mixer, 1,000 lb. capacity, with 10-h.p. motor.
25	1	No. 4 Hottmann Cutter and Mixer with flexible coupling ready for 50-h.p. 900 r.p.m. motor.
26	2	400 lb. capacity Randall Stuffers.
27	1	200 lb. Mechanical Air Stuffer.
28	1	Double (steel) Sausage Cook Box, 8 ft. long by 45 in. wide by 35 in. deep with center partition and perforated steel counter weighted lids.
29	1	Steam jacketed cooking kettle, 40 in. diameter by 33 in. deep inside (40 lb. working pressure).
	1	Steam jacketed cooking kettle, 47 in. diameter by 33 in. deep inside. (40 lb. working pressure).
31	1	U. S. Bacon Slicer.
33	1	Anco beef casing cleaning machine with 3-h.p. motor and brushes.
34	1	Anco hog casing cleaning machine with 3-h.p. motor.
35	1	No. 50 Anco belly roller with 32-in. rolls and 3-h.p. motor.
36	1	4 ft. x 9 ft. direct expansion Anco lard roll with 7½-h.p. motor; also pump and draw-off line.

All the motors above for 60-cycle, 3-phase, 220-volt, alternating current, and include starters with overload and no voltage protection.

FS-126,

THE NATIONAL PROVISIONER,
407 S. Dearborn St., Chicago, Ill.

CARLOT SHIPPERS

Straight and mixed cars

PORK

BEEF

LAMB

MUTTON

VEAL

THE E. KAHN'S SONS CO.

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"AMERICAN BEAUTY"
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Straight and Mixed Cars of Beef,
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of Beef and Provisions*



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Interested in
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We can furnish heavy fancy grass and corn-fed steers and cows in all weights at savings of 1c to 3c per pound, delivered North and East. Write today for details!

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from the Land O'Corn

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Equipment For Sale

Equipment for Sale

MACHINERY BARGAINS: 3—Mechanical Mfg. Meat Mixers, 1—M. & M. Hog, 1—Lard Filter Press, 2—Steam Tube Dryers, 6' x 35', 5—Cooking Kettles. Miscellaneous: Lard Rolls, Cutters, Rendering Tanks, Hammer Mills, Ice Machines, Boilers, Pumps, etc.

What Idle Machinery have you for sale?

CONSOLIDATED

PRODUCTS COMPANY, INC.
14-19 Park Row, New York City

Equipment For Sale

Ham and Bacon Trees

For sale, smokehouse ham and bacon trees: 284 double roller, 119 single roller, 3, 4 and 6 stations, adjustable to any size. Rods are flat and round types. For specifications, see Allbright-Neil Catalog No. 20, Page 141. Any reasonable bid will be considered. The Kroger Grocery & Baking Co., Processing Plant, 1047 Summer Street, Cincinnati, Ohio.

Packinghouse Equipment

Having purchased the packing plant of The Lancaster Packing Company, I have all the machinery and equipment to offer for sale. Anyone interested can get complete list and descriptions by writing George H. Alten, P. O. Box 426, Lancaster, Ohio.

Equipment For Sale

Reconstructed Sausage Machinery

For sale, one 500-lb. "Buffalo" air stuffer; 1 No. 43-T "Buffalo" self-emptying silent cutter; 1 No. 38-B "Buffalo" silent cutter with motor; 1 No. 66-B "Buffalo" grinder with motor. Thoroughly overhauled and in perfect condition. FS-146, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Expeller

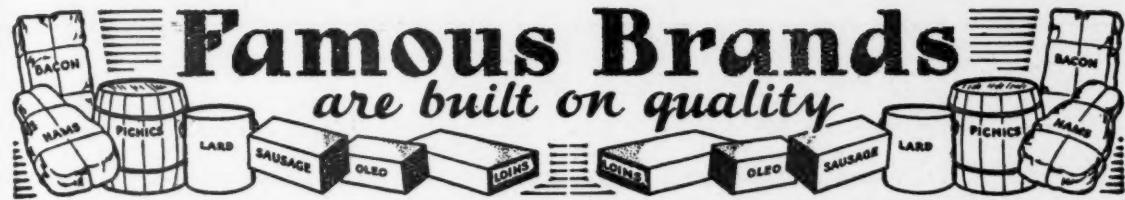
For sale, Anderson Expeller. Completely overhauled. With motor, silent chain drive and starting equipment. W-127, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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It adds prestige to your business!

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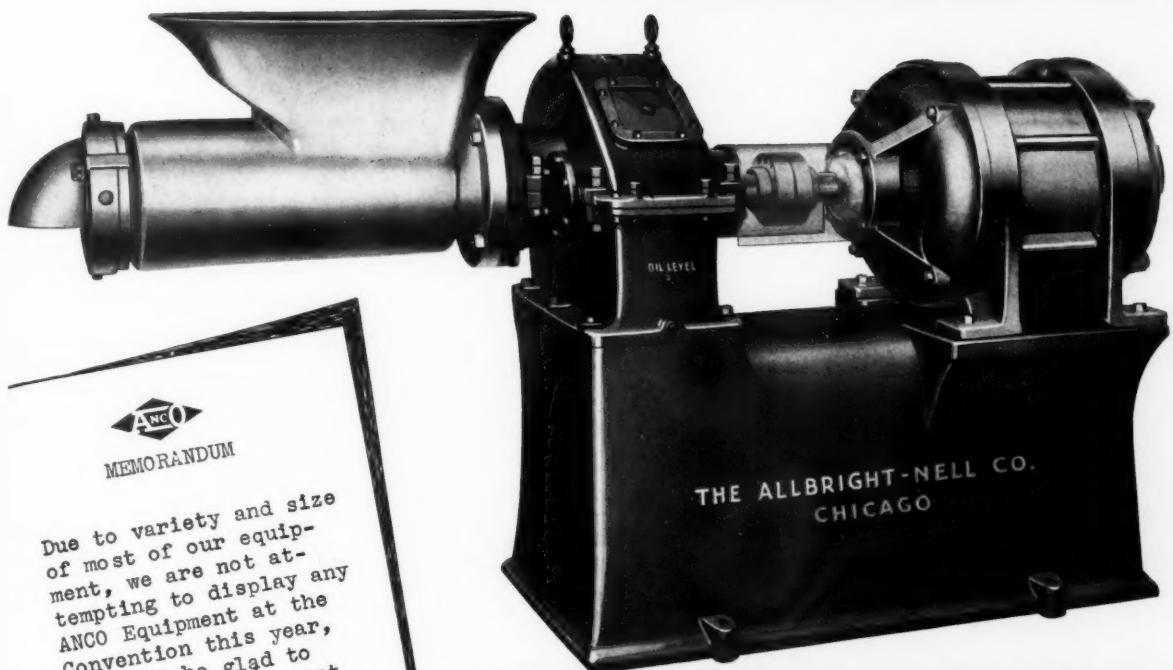
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Due to variety and size of most of our equipment, we are not attempting to display any ANCO Equipment at the Convention this year, but will be glad to take you to our plant where you can see how the highest grade materials and skill are incorporated to make ANCO QUALITY EQUIPMENT FOR THE MEAT INDUSTRY.

...than any other Grinder of EQUAL SIZE

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